

Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY  
MITCHELL BROS. & CO.

Vol XXIX.

CHICAGO, ILLINOIS, JULY 15, 1910.

No. 1.

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WE ARE MANUFACTURERS  
OF  
**GRAIN ELEVATOR MACHINERY**  
FOR  
Elevating, Conveying and Transmitting Power

Bucket Elevators  
Belt Conveyors  
Screw Conveyors  
Friction Clutches  
Bearings

Car Pullers  
Power Shovels  
Rope Drives  
Shafting  
Pulleys

Get our prices on your Specifications before buying.

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MAIN OFFICE AND WORKS, AURORA, ILL.

NEW YORK OFFICE—50 Church St.

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**Grain  
Elevator  
Belting**

*of special construction*

Best Made  
and Cheapest

— Get our prices —

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AND RUBBER  
MFG. CO.**

224-225 Randolph Street  
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Mr. Elevator Man:—Is your elevator equipped with SALEM BUCKETS? If not, we would suggest that you buy them when again renewing your buckets. The SALEM BUCKET carries more, discharges better and lasts longer than any other bucket made.

We manufacture the GENUINE SALEM BUCKET, and can fill your order from stock.

**WE MAKE EVERYTHING FOR THE GRAIN ELEVATOR**  
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**MINNEAPOLIS SEED CO.**

**SEEDS**

Minneapolis,

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**The Engine for the Grain Elevator**

**FOOS**

Don't Experiment  
Get a Certainty

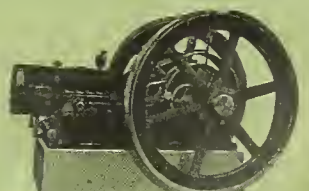
**Gas Engine Superiority**

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**WE ARE THE LARGEST GASOLINE  
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Send for FOOS CATALOGUE No. 39  
and READ IT.

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SPRINGFIELD, OHIO

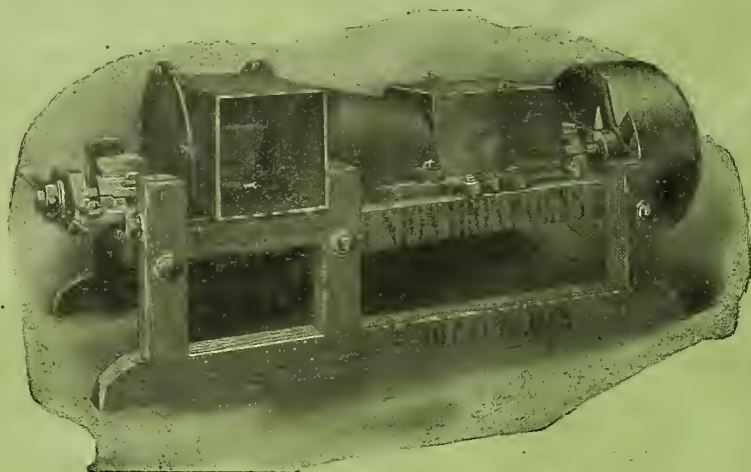




# THE 1910 CORN CROP

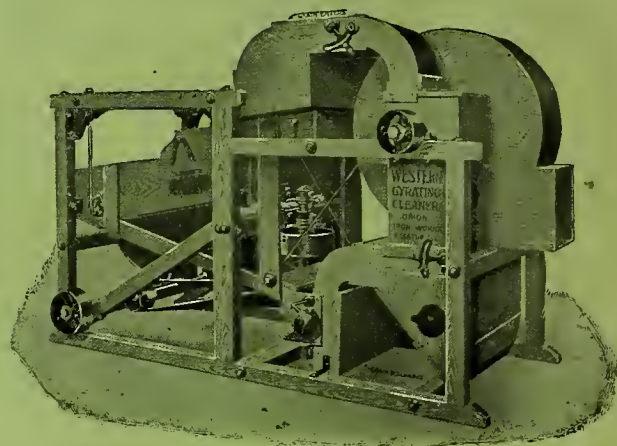
Are you planning to handle this year's crop of corn economically and with profit to yourself? Is your elevator so equipped that you can do this? Corn that is poorly shelled and not properly cleaned misses grade.

Every elevator, equipped with "Western" machinery, is a money making plant. The "Western" Pitless Shellers shell with a minimum amount of power; are so adjusted and built that few, if any, kernels are broken. They discharge over or under, right or left, and no pit is required.



"WESTERN" PITLESS SHELLER

The "Western" Gyrating Cleaner will thoroughly remove all pieces of broken corn, pieces of cob, husks, silks and other foreign matter. This cleaner is in absolute control of the operator and can be adjusted to suit all requirements. Capacities 175 to 2,400 bushels per hour. This is the most economical machine, as it can be equipped with screens to clean wheat and oats.



"WESTERN" GYRATING CLEANER

We have been building the "Western" line of machinery for more than forty years, and when you buy a "Western" machine, you get the best that time, money and skill can make.

Send for our Catalog No. 26, which describes our line of Shellers, Cleaners and Complete Elevator Equipment.

## UNION IRON WORKS, Decatur, Illinois

1221-1223 Union Avenue

KANSAS CITY, MO.



We have 20 Scale warehouses to save you Time, Freight and Trouble.

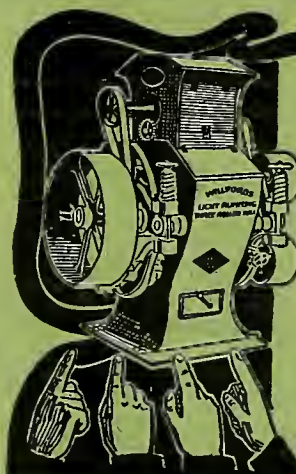
Send for Catalog No. 544SK.

### Fairbanks, Morse & Co.

Chicago, Ill.	Kansas City, Mo.	Denver, Colo.
Cincinnati, Ohio	Omaha, Neb.	Los Angeles, Cal.
Cleveland, Ohio	Minneapolis, Minn.	San Francisco, Cal.
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## SEEDS

THE ALBERT DICKINSON CO.  
DEALERS IN  
GRASS SEEDS, CLOVERS, FLAX SEED, LAWN GRASS, BEANS, PEAS, POPCORN, BIRD SEEDS, BUCKWHEAT, BAGS, ETC.  
CHICAGO, ILL. Branch: Minneapolis, Minn.



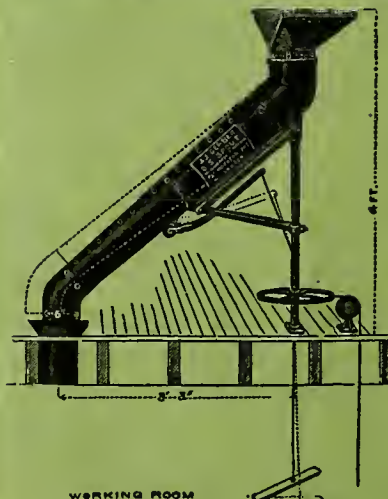
### 4 GOOD POINTERS

ON THE  
Willford Three-Roller Feed Mill.

- (1) It is Easy to Handle.
- (2) It is Strong and Durable, but Simple.
- (3) It will Grind the Most Feed with the Least Power.
- (4) It can Always be Relied Upon.

Write for Circulars and Prices.

**WILLFORD MANUFACTURING CO.,**  
303 3d St. South, - MINNEAPOLIS, MINN.



### Good Spouts

Reasonable Prices

That is what you get when you buy the

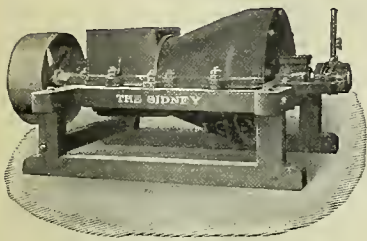
### Gerber Improved No. 2 Distributing Spout

Will prevent mixing of grain. Can be operated from working floor. I make a specialty of elevator and mill spouting. For particulars write

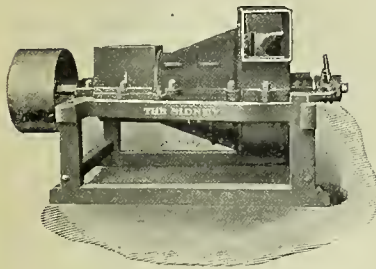
**J. J. Gerber,** MINNEAPOLIS MINNESOTA



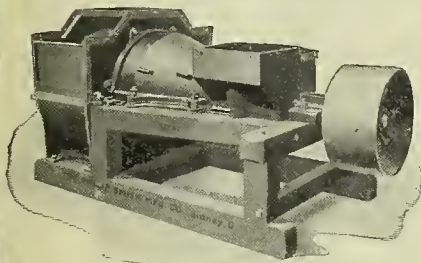
## THE SIDNEY LINE of Matchless Shellers AND Cleaners



Sidney Regular Sheller.



Sidney Fan Discharge Sheller.



Sidney Combined Sheller and Boot  
Showing Feed Hopper.

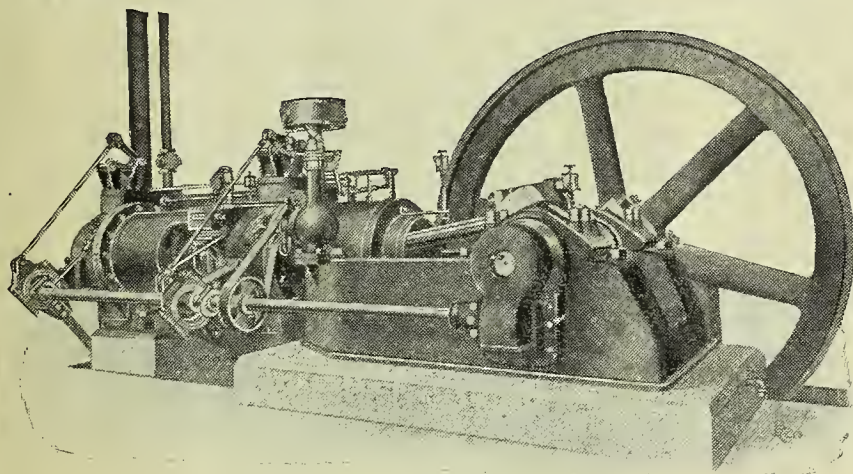
Linby, Iowa, Feb. 15, '09.  
Gentlemen:—  
Both Sheller and Cleaner are giving  
good satisfaction, especially the Cleaner.  
Truly,  
A. J. ROWLAND.

Ridgeville, Ind., May 20, 1910.  
Gentlemen:—  
The Cleaner and Sheller purchased from  
you last fall are giving perfect satisfaction.  
Yours truly,  
D. G. McFADDEN & CO.

Rockford, Ohio, June 28, 1910.  
Gentlemen:—  
The Sheller and Cleaner which you sold  
us for our elevator at Schumm, Ohio, has  
been giving good satisfaction, as has all the  
machinery which you have furnished for  
our different elevators.  
Our experience with your line has been  
satisfactory as is evidenced by our calling  
on you whenever we need anything in your  
line.  
Yours truly,  
BEHYMER BROS.

**THE PHILIP SMITH  
MFG. CO.**  
SIDNEY, - OHIO  
Complete Stock  
Carried at  
**ENTERPRISE, KANS.**

## Why does Gas Power appeal to the Grain Trade?



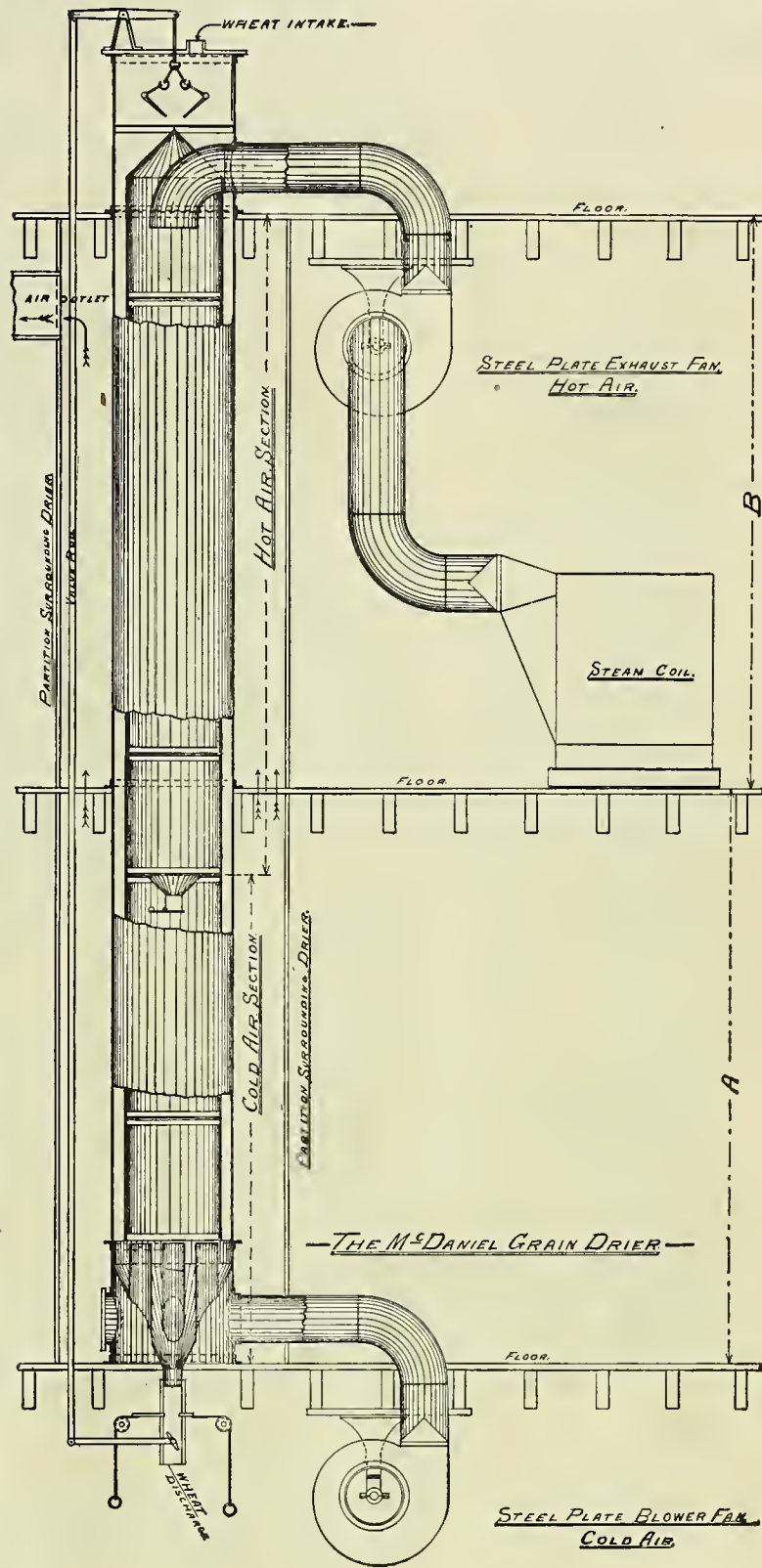
Because it presents a  
**FLEXIBLE, ECONOMICAL and ENTIRELY  
SATISFACTORY POWER**

Does a St. Marys furnish your power?  
Let us get acquainted, we can furnish you  
an engine for any service, 2½ to 480 H. P.

*We can interest you with any fuel.*

**ST. MARYS MACHINE CO.**  
(ESTABLISHED 1869)  
ST. MARYS, - - - OHIO

## McDANIEL GRAIN DRIER



Will remove any percentage of moisture desired.  
Hot or cold air or both can be used.  
Built for any capacity.  
Guaranteed satisfaction.  
Hundreds in daily use.

NIAGARA SEPARATORS AND OAT  
CLIPPERS ARE UNSURPASSED

**RICHMOND MFG. CO.** LOCKPORT  
N. Y.  
Established 1863





# "EUREKA"



## Grain Dryers

Read what a user  
says of the  
Eureka Dryer

WICHITA, KAN., Sept. 15th.

The S. Howes Company,  
Silver Creek, N. Y.

Dear Sirs:

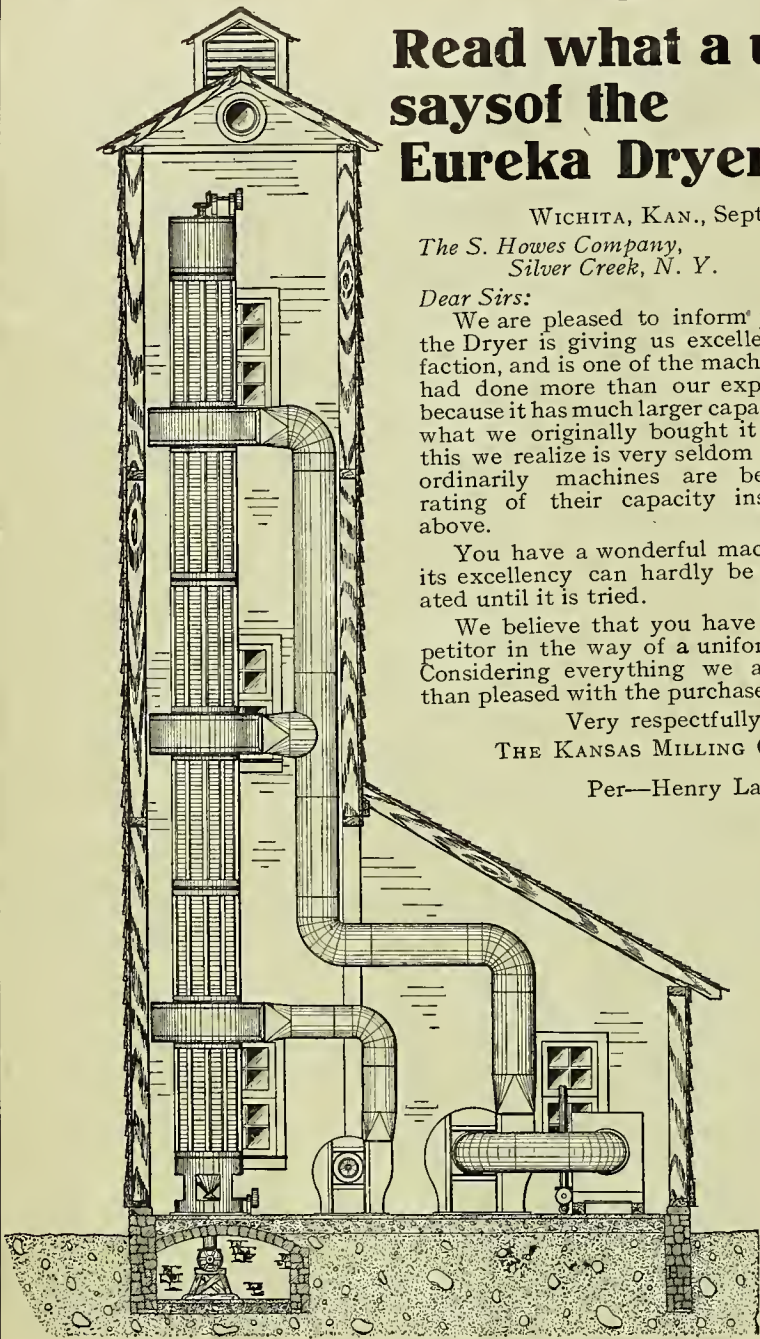
We are pleased to inform you that the Dryer is giving us excellent satisfaction, and is one of the machines that had done more than our expectation, because it has much larger capacity than what we originally bought it for, and this we realize is very seldom the case; ordinarily machines are below the rating of their capacity instead of above.

You have a wonderful machine and its excellency can hardly be appreciated until it is tried.

We believe that you have no competitor in the way of a uniform dryer. Considering everything we are more than pleased with the purchase.

Very respectfully,  
THE KANSAS MILLING COMPANY

Per—Henry Lassen,  
Pres't.



"Eureka" Patented Grain Dryer  
Cooler and Conditioner

CAPACITY—1,700 to 2,000 Bushels per day (10 hours)

Complete with Hot and Cold Air Fans, Heater,  
Steam Trap and Air Piping. Automatic and  
Continuous in operation as Dryer and Cooler.  
Total Height, 49 feet.

SOLE MANUFACTURERS

### THE S. HOWES COMPANY

Originators of the Highest Grade Grain Cleaning Machinery

"EUREKA WORKS" = SILVER CREEK, N. Y.



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Wm. Watson, Kaiserhof Hotel, Chicago, Ill.  
W. M. Mentz, Green's Hotel, Philadelphia, Pa.

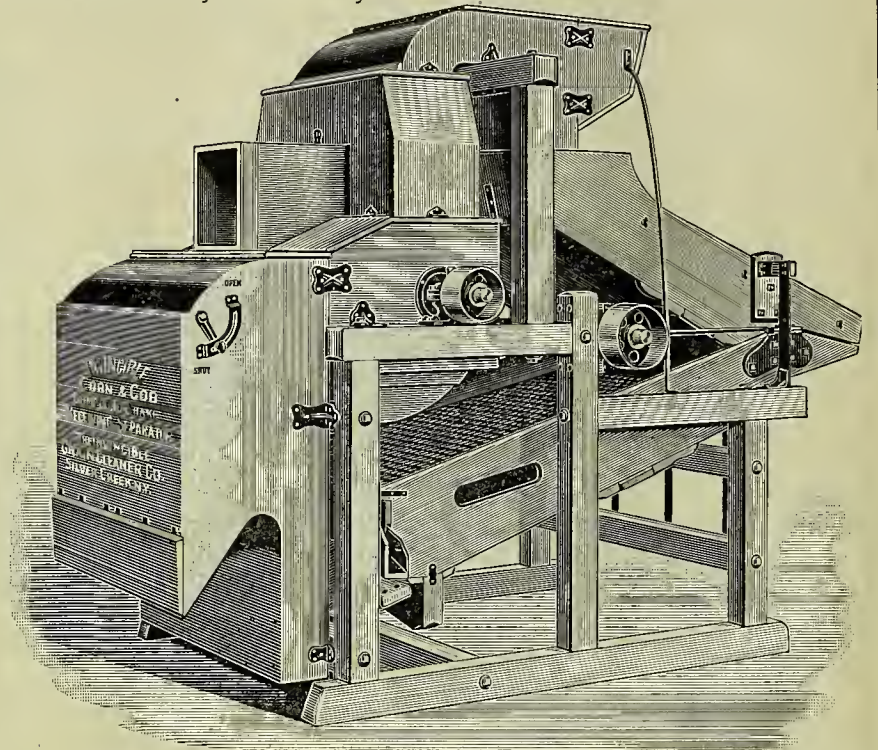


## More of the INVINCIBLE Corn and Cob Separators

are being sold and used today than all others combined—

There is but one reason for it—they do the work better than others.

Let us send you one today.



### INVINCIBLE GRAIN CLEANER COMPANY

SILVER CREEK, N. Y., U. S. A.

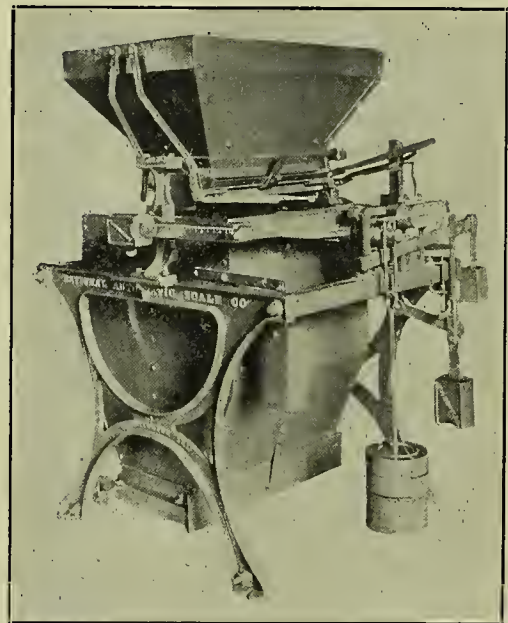
REPRESENTED BY

J. H. Pank, 512 Traders' Bldg., Chicago, Ill.  
F. J. Murphy, 225 Exchange Bldg., Kansas City, Mo.  
The Strong-Scott Mfg. Co., Minneapolis, Minn.  
C. L. Hogle, 526 Board of Trade, Indianapolis, Ind.  
Frank E. Kingsbury, Terminal Hotel, St. Louis, Mo.  
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No  
Beam  
Jerk  
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the  
"National"

60 Days Free  
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If  
You  
Believe

that the accu-  
racy of an  
Automatic Scale  
depends alto-  
gether upon  
the beam.

Save \$100.

An accurate beam is absolutely necessary but there is something else.  
Let us tell you why the "National" is the most popular scale today.

Always Yours to Please. Get the Best.

Buy a "National."

### THE NATIONAL AUTOMATIC SCALE COMPANY

215 E. Douglas St., BLOOMINGTON, ILL.

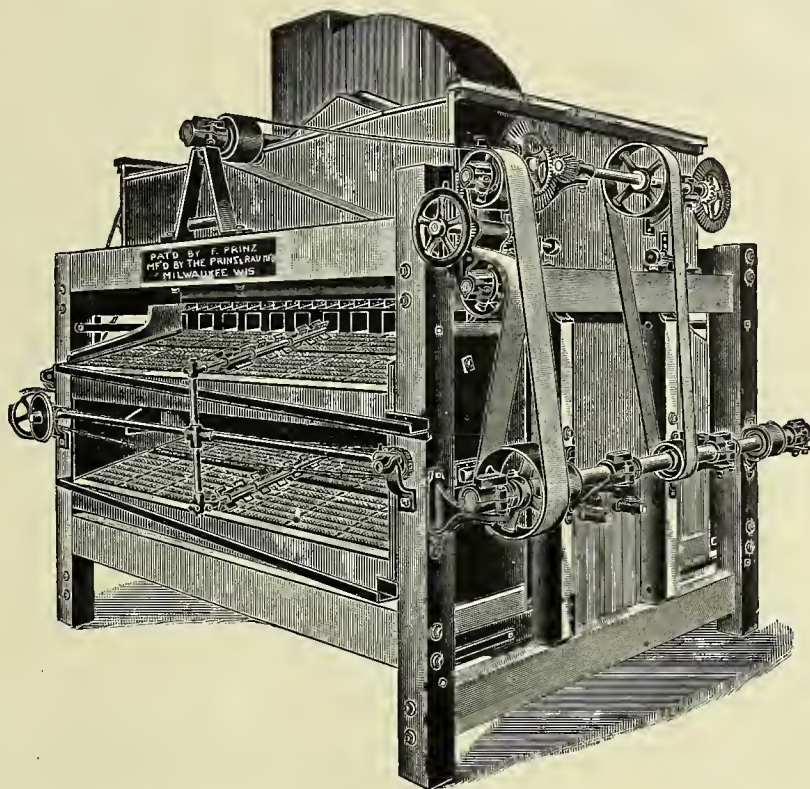
Northwestern Agents: E. A. Pynch & Co., 311 Third Ave. S., Minneapolis, Minn.



# There is no Waste of Good Material

WHEN YOU USE

# PRINZ AUTOMATIC SEPARATORS



## Here are Some Reasons for the Statement Made Above:

**EXTRA WIDE SIEVES**, allowing the grain to spread out in a thin sheet, which causes the offal to rise quickly to the top and requires but a short travel to make a perfect separation.

**PERFORATED SHEET STEEL SIEVE CLEANERS**, working automatically on the top of the sieves and keeping them constantly clean.

**AUTOMATIC FEEDERS**, insuring the even distribution of the grain on the sieves at all times.

## Do Not These Features Interest You?

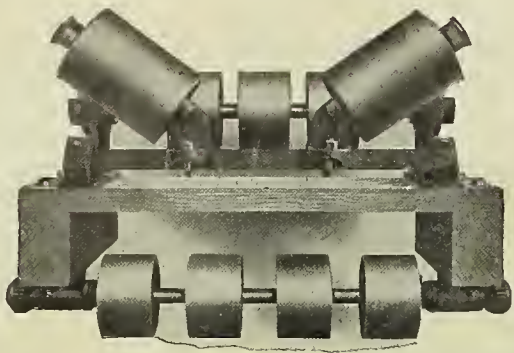
If you wish to investigate further just send us your name and address and we will tell you where you can see our Separators in operation in your vicinity.

# THE PRINZ & RAU MFG. CO.

MILWAUKEE, WIS.

Represented by W. G. Clark, 701 Fisher Bldg., Chicago, Ill.; A. H. Kirk, 1-A Chamber of Commerce, Minneapolis, Minn.; F. E. Lehman, 124 Board of Trade, Kansas City, Mo.; C. H. Near, 757 Ellicott Square, Buffalo, N. Y.; M. D. Beardslee, 106 Piquette Ave., Detroit, Mich.  
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## Improved Belt Conveyor

Carries all kinds of grain and mill products in package or bulk. Gradual, uniform curve of belt secured without complicated parts. Bearings thoroughly lubricated and have adjustment for taking up wear. Tripper substantial and reliable. Entire system economical and satisfactory—nothing to get out of order.

We manufacture a complete line of Elevating, Conveying and Power-Transmitting Machinery. Headquarters for supplies. Send for Catalog 34.

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Chicago, Western Ave., 17th-18th Sts.

NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church Street

### Will You Need Elevator Machinery or Supplies This Year?

Prices are advancing—order early, or send for estimates. Best goods—best prices.

**GRAIN DEALERS' SUPPLY COMPANY**  
305 South Third Street Minneapolis, Minn.

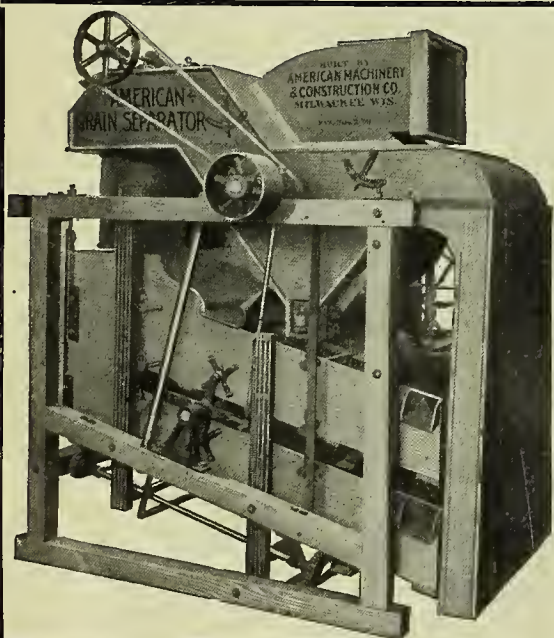
General Agents for Avery Automatic Scales for Iowa, Minnesota and the Dakotas. They are accurate, durable, simple.

### Elwood's Grain Tables

Show the value of any number of bushels or pounds of **WHEAT, RYE, OATS, CORN or BARLEY** at any given price from 10 cents to \$2.00 per bushel. One of the most useful books ever offered to millers. Indorsed by prominent millers and grain dealers. Bound in cloth, 200 pages. Mailed on receipt of price

**\$1.25**

**MITCHELL BROS. CO., 315 Dearborn Street, Chicago, Ill.**



Perfect Pneumatic Cleaning, combined with thorough sieve separations are possible only with the

## American Grain Separator

¶ Not only does this machine clean more thoroughly, at a much greater capacity than any other, but it also saves 50% in power. It is entirely automatic in operation, requires much less space, runs absolutely quiet, and therefore does not have to be braced to keep it in place.

¶ It is the only grain cleaner which will extract positively all refuse of a lighter nature than the grain to be cleaned. It pneumatically extracts impurities that it is impossible to extract by any other method or device.

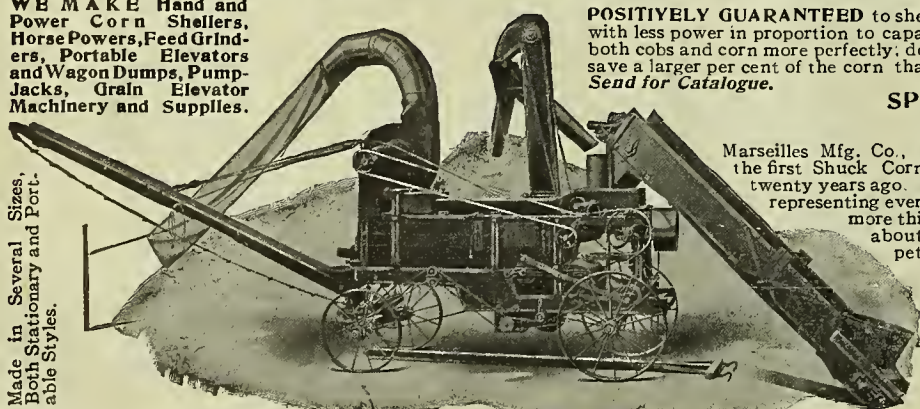
Write now for full information, which will be of great value to you.

**American Machinery & Construction Co.**  
MILWAUKEE, WISCONSIN

### NEW MARSEILLES DUSTLESS CYLINDER CORN SHELLERS

WE MAKE Hand and Power Corn Shellers, Horse Powers, Feed Grinders, Portable Elevators and Wagon Dumps, Pump-Jacks, Grain Elevator Machinery and Supplies.

Made in Several Sizes, Both Stationary and Portable Styles.



**POSITIVELY GUARANTEED** to shell either shucked or unshucked corn faster, with less power in proportion to capacity; take the corn off the cobs cleaner; clean both cobs and corn more perfectly; do less crushing or grinding of corn or cobs and save a larger per cent of the corn than any other cylinder sheller on the market. Send for Catalogue.

#### SPEAKS FOR ITSELF

Gainesville, Texas, May 12, 1908.  
Marseilles Mfg. Co., Marseilles, Ill.—Gentlemen: We purchased the first Shuck Corn Sheller you ever made, some eighteen or twenty years ago. Since then we have bought 12 or 15 of them, representing every improvement, and expect to buy several more this season. We have bought one or more of about every other make and think we are competent judges of such machinery. Your Shellers husk and shell the corn off the cob more thoroughly; save it more completely; clean both the shelled corn and the cobs more perfectly; require less power in proportion to capacity; are more durably constructed and cost less, loss of time and cost of repairs considered, than any sheller we have ever used. We have thrown out every other kind of Corn Sheller we ever bought and have replaced them with yours. KEEL & SON, By J. Z. Keel.

Branch Houses and General Agencies at Principal Distributing Cities.

MARSEILLES MANUFACTURING COMPANY, Marseilles Ill



**YOU'LL BE HAPPY**  
WITH A

**"NEW ERA"**  
Passenger Elevator

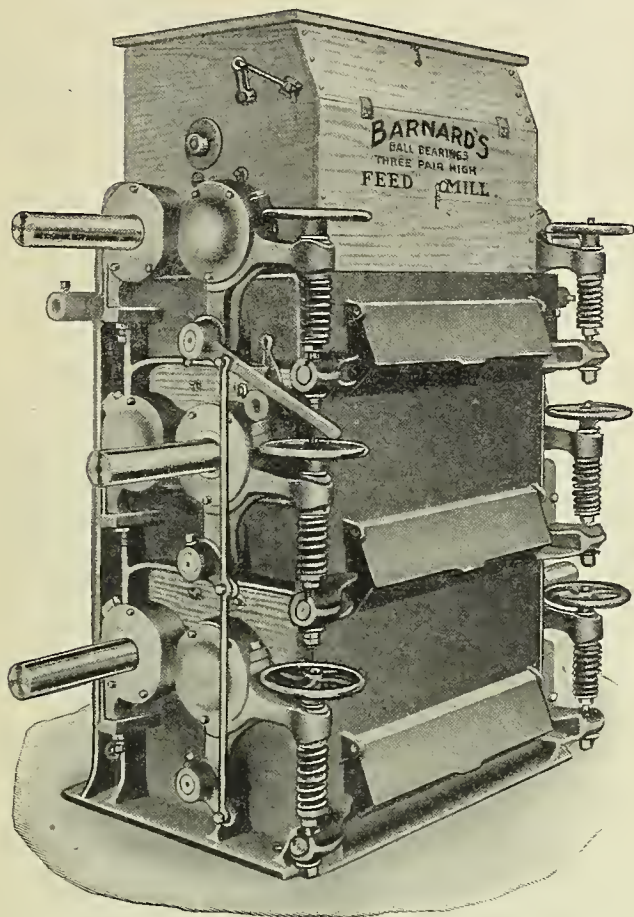
It is the **EASIEST RUNNING**  
**SAFEST**  
**BEST**

It has many exclusive features.  
Write for information and prices.

**Sidney Elevator Mfg. Co.**  
SIDNEY, OHIO.

Want ads. In this paper bring results  
Rates on application.





Mill without Pulleys Showing Style of Ball-Bearings

## Barnard's Ball Bearing Feed Mills

The highest running mills of their kind on the market.

The bearings require 50% less power than babbitted bearings.

They also require oiling very seldom and very little care and attention.

As the bearings are absolutely tight no oil can leak out on the mill or floor, thus keeping everything about clean and free from oil.

These mills are made either one, two or three pair high according to the work required.

We also make the Barnard Three Roller Feed Mill with ball or standard bearings.

We make Separators of all kinds for Mills and Elevators, Scourers, Aspirators, Grain Dryers of all capacities and Cereal Mill Outfits.

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Mill Builders and Mill Furnishers, MOLINE, ILLINOIS

#### SPECIAL SALES AGENTS

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H. J. Creagor, P. O. Box 1595, Salt Lake, Utah.  
Geo. J. Noth, Tel. Harrison 5597, 402 Monadnock Block, Chicago  
U. C. Darby, Williamsport, Md.  
Willford Mfg. Co., Minneapolis, Minn.



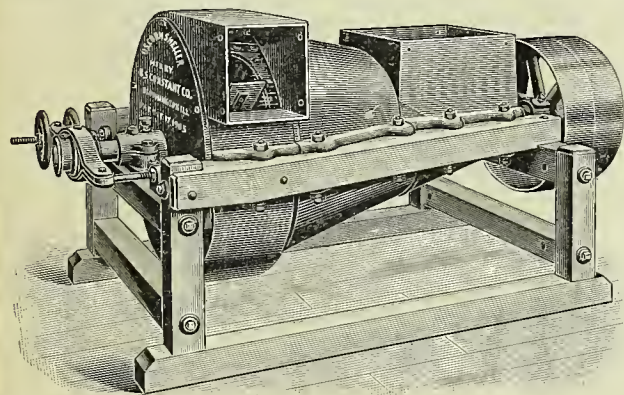
## The CONSTANT MAN LIFT

IS ALWAYS READY TO SERVE YOU

It is a pleasure to go to the cupola as the Ball Bearings make it the easiest operated Manlift on the market. The Safety Catch makes it safe. It is quickly adjusted for different weight men and, best of all, the Fire Insurance Company write us they will give users a credit on rates. State distance between floors and receive our Net Price.

## The U. S. FAN DISCHARGE CORN SHELLER

has exclusive features which makes it the best of its kind.



For instance the **QUICK REPAIR** advantage makes it worth more money to you on a busy day than you realize. Only 30 minutes, or less, to renew a shell or other casting. Lock wheel Adjustment on all our Shellers. Takes up less space, is positive and can be operated while Sheller is full of corn and running.

NO MORE SUPERFLUOUS CRACKED CORN.

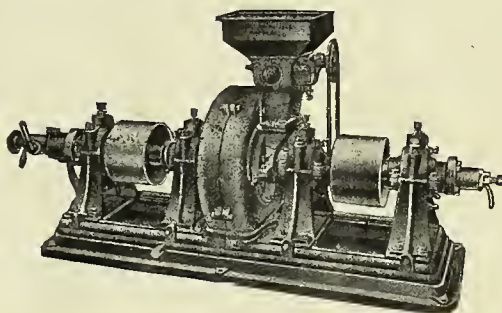
Send us your specifications for lump price.

**B. S. CONSTANT CO.,** Bloomington, Ill.

Traveling Representative: N. A. GRABILL, Anderson, Ind.

## WANT TO INCREASE

Your  
Feed  
Grinding  
Business?



Then  
investigate the

## Monarch Attrition Mill

It has a number of new and exclusive features, popularly called "**Monarchisms.**"

With it you can adopt

**Newer and More Profitable Methods**  
of grinding feed. We back this mill with  
a strong guarantee,

Ask for a copy of our Feed and Meal Milling Catalogue No.26

**SPROUT, WALDRON & COMPANY**

Box 320, Muncy, Pa.

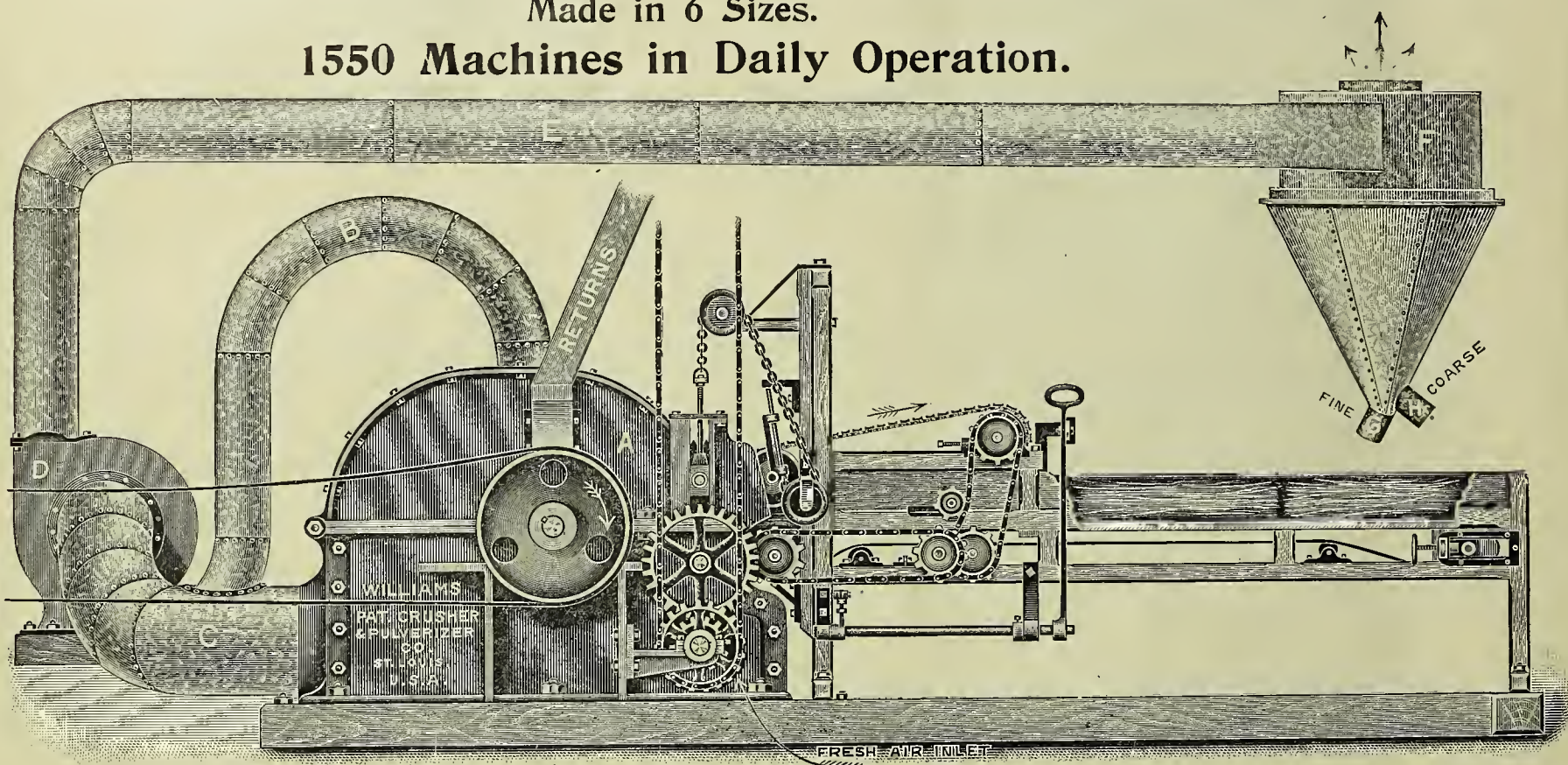


**SCRAP that troublesome Alfalfa Grinder and put in the WILLIAMS SYSTEM—Make Some Money for your Stockholders—GET RESULTS. You can only get such results from**

## **The Williams Patent Alfalfa Grinding System**

Made in 6 Sizes.

1550 Machines in Daily Operation.



### **THE ONLY VERSATILE FEED GRINDER EVER PRODUCED**

They will reduce EAR CORN with the HUSK on.  
 They will reduce ALFALFA HAY from the BALE or from the STACKS.  
 They will reduce ALFALFA HAY and EAR CORN together.  
 They will reduce ALFALFA HAY and SHELLED CORN together.  
 They will reduce ALFALFA HAY and OATS together.  
 They will reduce ALFALFA HAY and FODDER OF ALL KINDS, with the CORN on.  
 They will reduce ALFALFA HAY and PEA VINES.  
 They will reduce EAR CORN ALONE or SHELLED CORN ALONE.  
 They will reduce OATS ALONE.  
 They will reduce ALFALFA HAY and two other kinds of CEREALS at the same time, as each machine has three separate feeding places.

They will reduce ANY FORAGE material or CEREAL, together or separately.  
 They will reduce GREEN CORN from the field.  
 They will reduce CLOVER HAY, TIMOTHY or ANY KIND OF STRAW.  
 They are CUTTERS when desired, GRINDERS when desired and SHREDDERS when desired.  
 They are COB CRUSHERS when desired.  
 They will reduce COARSE OR FINE by changing cages.  
 They will reduce OAT HULLS, RICE HULLS, FLAX SHIVES or any other FOOD MATERIAL.  
 They produce two grades of goods AT THE SAME TIME, coarse or fine, BY OUR COMBINED SYSTEM OF COLLECTING AND SEPARATING.  
 They WILL GIVE DOUBLE THE CAPACITY FOR THE POWER EXPENDED AND COST FOR REPAIRS OF ANY KNOWN GRINDER ON EARTH.

We have a corps of competent milling engineers in the field making estimates and taking contracts for the installation of complete alfalfa meal plants, from the stump up.

*For Further Information  
 Write for BULLETIN No. 7*

*Write for Catalog of the Noxon  
 Automatic Hay, Meal and All Around Feeder*

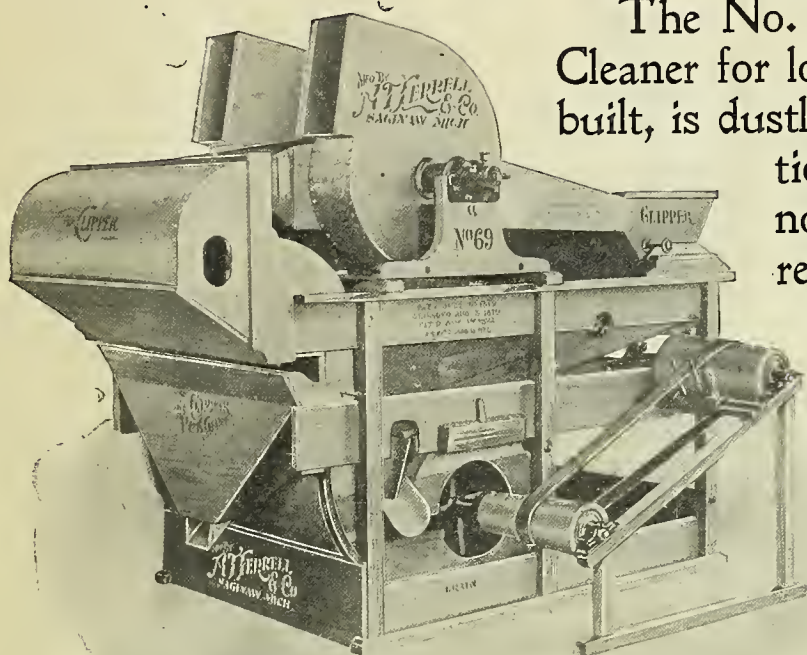
Southwestern Representative: A. G. Olds, Care Manhattan Hotel, Wichita, Kan.  
 Pacific Coast Representative: O. J. Williams, 428 Monadnock Bldg., San Francisco, Cal.  
 Texas Representative: D. J. Hayes Co., 615 Washington Ave., Houston, Texas.

## **THE WILLIAMS PATENT CRUSHER & PULVERIZER COMPANY**

2701 North Broadway, ST. LOUIS, MO., U. S. A.



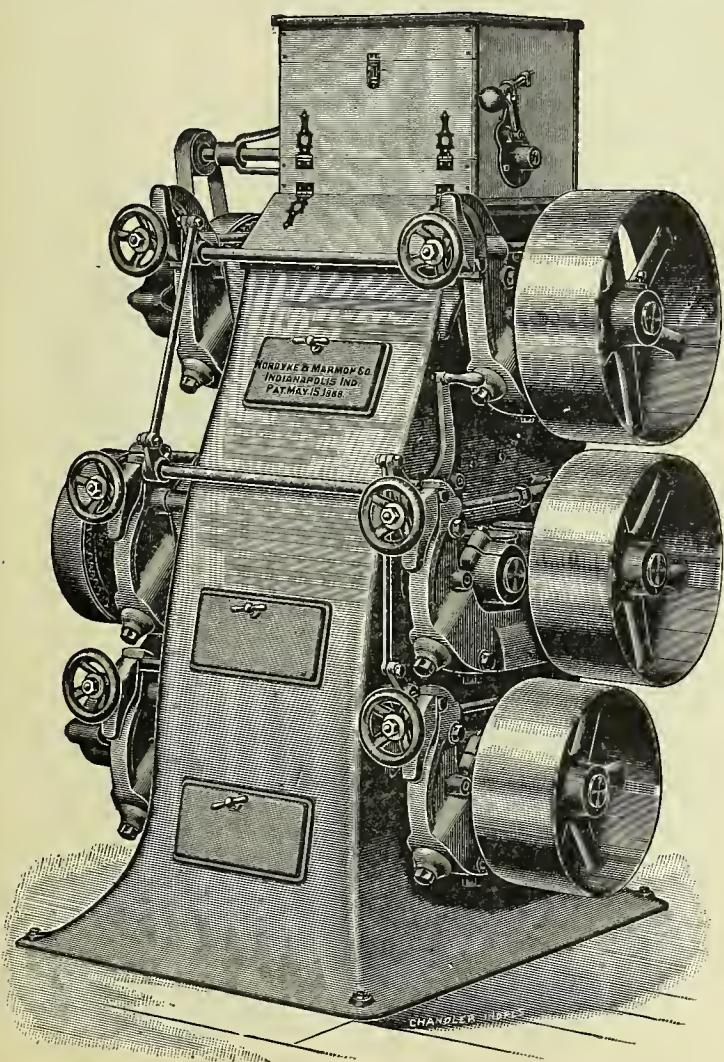
# "CLIPPER" Grain and Corn CLEANERS



The No. 69 Clipper is a first class grain receiving Cleaner for local elevators. It has large capacity, is solidly built, is dustless and will make the most difficult separations. It is simple, strong, convenient and will not easily get out of order. It requires less for repairs than any other Grain Cleaner on the market and is always ready for business. Ours is the only successful combination cleaner on the market. We give a 30-day guarantee with each machine.

If you are looking for the best cleaner, we would be glad to show you what we have. Our line of clover seed cleaners are strictly up to date. All sizes and capacity. We can furnish machines with Traveling Brushes, Air Controller and all modern improvements. Send for catalog and discounts.

**A. T. FERRELL & CO., :: SAGINAW, W. S., MICH.**



The N. & M. Co.

## THREE-PAIR-HIGH SIX-ROLLER MILL

The most substantial, most economical in cost of maintenance. Has great capacity and requires comparatively small power. The only Six-Roller Mill with drive belts properly arranged to place the belt strain on bottom of bearings, where it belongs. It is not the cheapest mill in first cost, but it is by long odds the cheapest in the long run. It is without question the best roller feed mill on the market. Feed grinding pays best when you have a mill which will do perfectly any kind of grinding required and stand up under hard work without breakages and delays.

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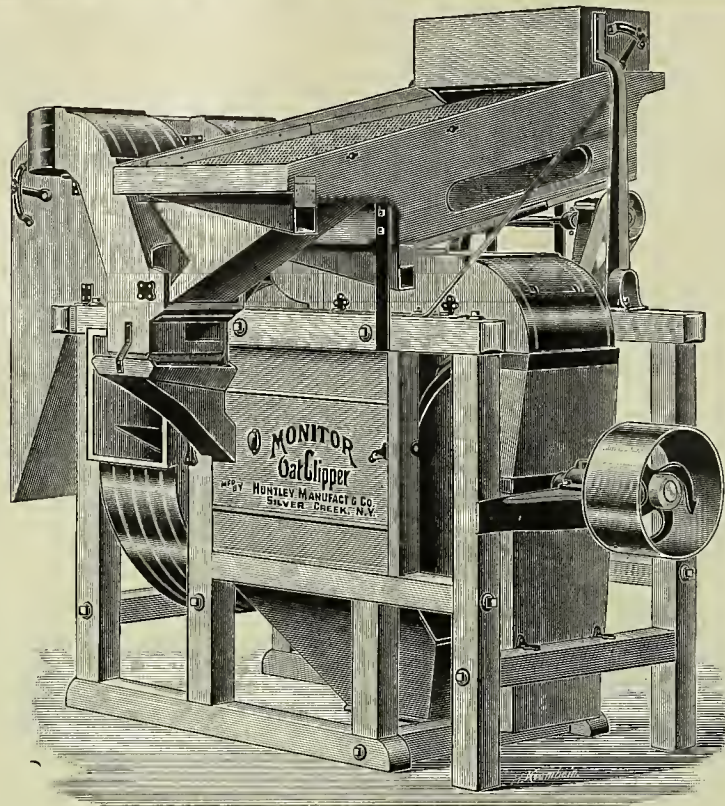
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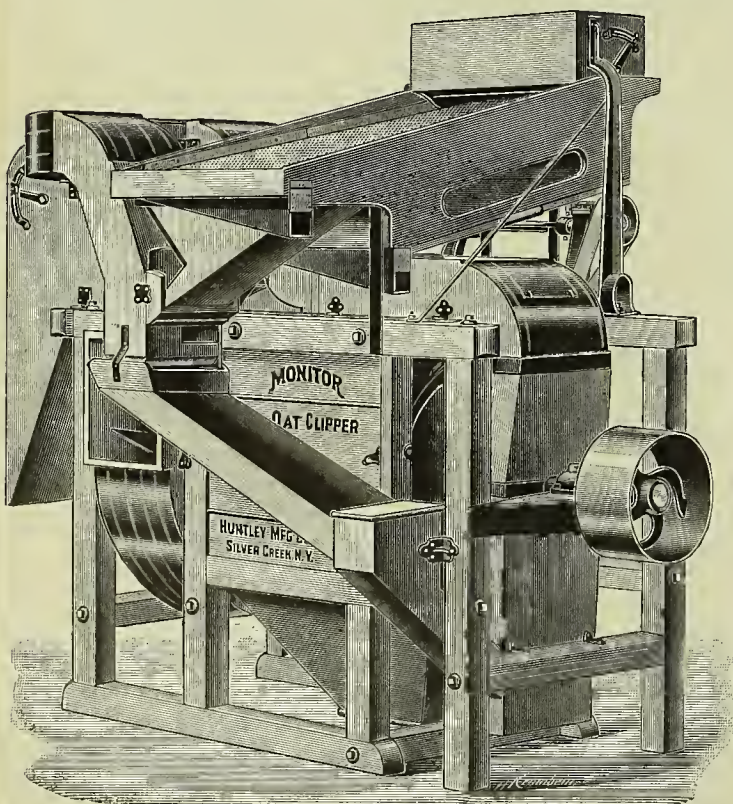
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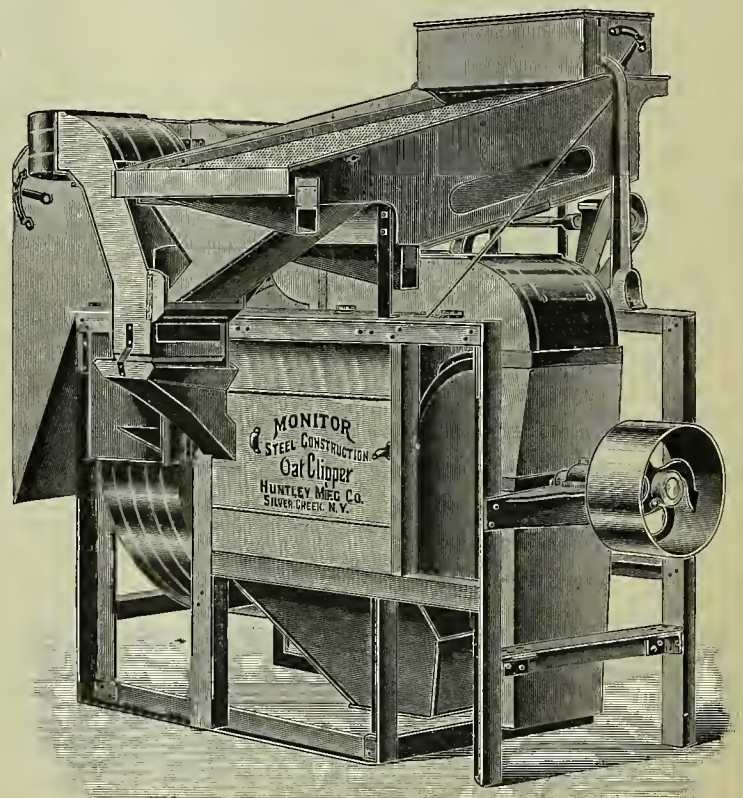
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All-Steel Construction. Built in 10 Sizes.



# The American Elevator and Grain Trade

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

VOL. XXIX.

CHICAGO, ILLINOIS, JULY 15, 1910.

No. 1.

## PILLSBURY MILL "A" ELEVATOR.

Since last October a notable addition has been made to the grain elevators of Minneapolis in the way of a 400,000-bushel fireproof receiving and cleaning house built by The Barnett & Record Co., for the Pillsbury Flour Mills Co. This structure stands on high ground near the Pillsbury A Mill, and being 184 feet high is one of the landmarks of Minneapolis.

The building is 80 ft. x 80 ft. on the ground and 183 ft. high, upon a concrete foundation resting upon solid rock 28 ft. below the track level. The track shed of steel and concrete is 42 ft. x 90 ft. and covers three tracks with two car-load receiving pits for each track. The basement is 15 ft. in the clear under the main building and 20 ft. deep under the railway or carshed.

The basement forms the lower working room, and the foundations, columns and bin bottoms are all of reinforced concrete. The building proper consists of 25 tile tanks, five in each direction, each 16 ft. outside diameter and 100 ft. deep. The 16 interspaces also are used for the storage of grain. The cupola has a structural steel frame covered with two thicknesses of tile, with floors of reinforced cement slabs and concrete finish. The windows have metal frames and wired glass, and all doors are latest design of fireproof construction.

The plant is equipped as follows: Receiving pits as noted; four pairs of power shovels; a 2-drum car puller, serving three tracks and provided with pullbacks; two conveyors under the pits; two shipping conveyors in the basement; three conveyors in the cupola, taking grain to the cleaners and to automatic scales, thence to spout to mill. There are two receiving elevators and two lofting and cleaning elevators, all fitted with 20x7x7 buckets and one screenings and transfer leg with 16x6x6 buckets.

There are two 2,000-bushel Fairbanks Scales in the cupola and two 2,000-bushel garners and two 1,000-bushel garners over the eight No. 92 Invincible Oat Separators. There are four No. 10 Invincible Receiving Separators and a special oat machine with an automatic scale under it; a ticket ele-

vator; two car-loading spouts and metal leg-casings and spouts and a screw conveyor system complete the grain handling outfit. A passenger elevator from the basement to scale floor is provided. A dust collecting system with sweepers above and below takes care of the dust. The machinery is electric-driven by some 20 motors with a total of 500 horsepower, and there are electric-heated offices

[For the "American Elevator and Grain Trade."]

## BULGARIA AND ITS AGRICULTURE.

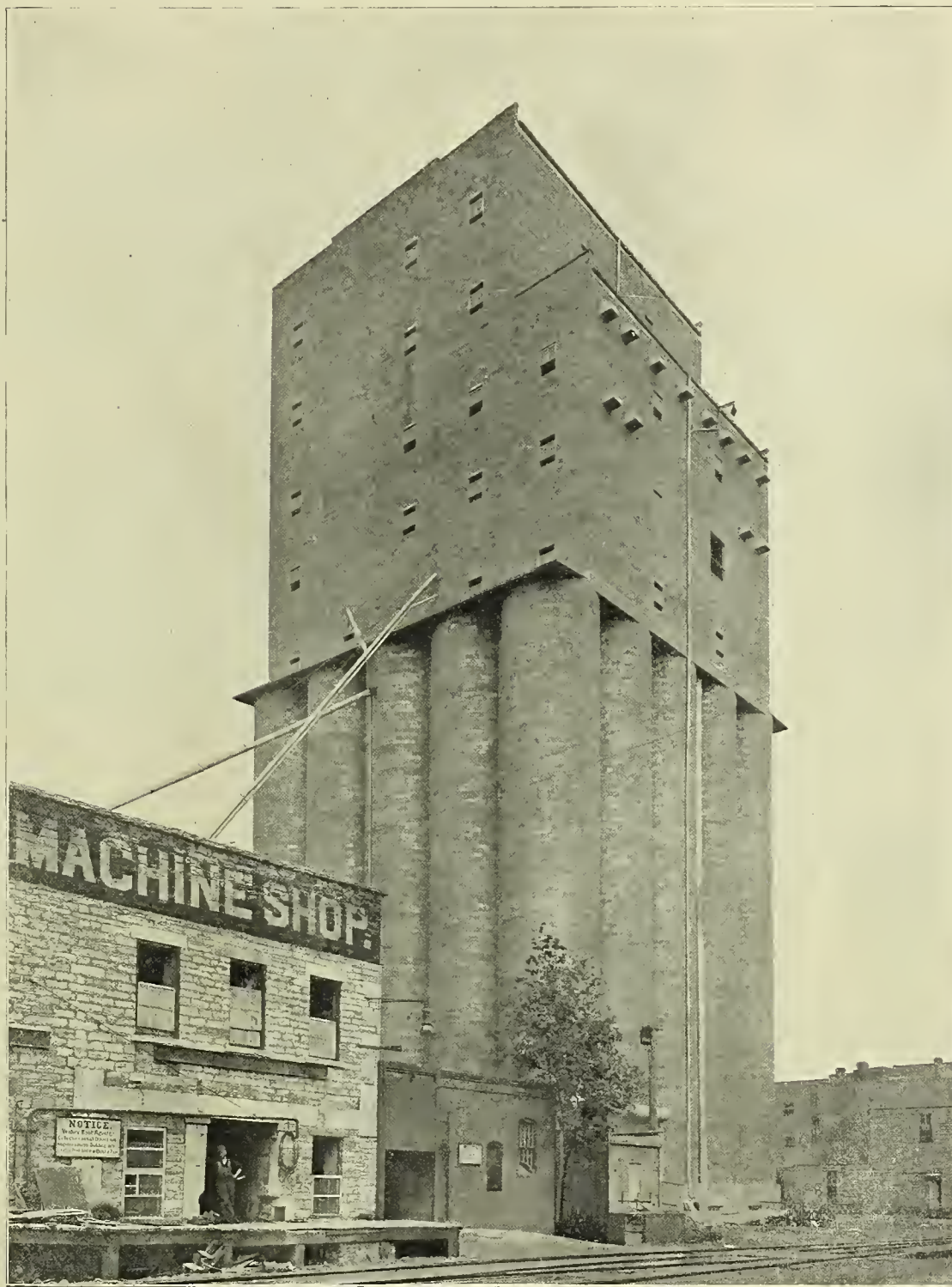
BY JULIAN KUNE.

Bulgaria, or the Peasant State, as it has been aptly nicknamed, is the youngest European nation, which only recently has taken no mean rank in the list of civilized states. The Bulgarians are a people who as peasants govern themselves by themselves and for themselves. This youngest of independent nations owes its independence largely to the Russian invasion of Turkey during 1877. When we remember that her independent autonomic government dates back hardly more than one generation, Bulgaria having declared her independence from Turkish sovereignty at Tirnova on the 2d of February, 1879, and that for nearly five centuries she had been oppressed by Turkish misrule, her great recuperating vitality is really wonderful.

Moesia, Thrace and Macedonia of ancient times are the Bulgaria of today. The Bulgarians, or the Bulgars, as they are sometimes designated, are a branch of the Slav race which comprises the Russians, Poles, the Wendes, the Servians, the Czechs, the Croatians, and the Slavonians. All of these belong to the Slav race and nearly a hundred millions are scattered over Russia, Austro-Hungary, Germany and the various Balkan States. They were christianized under the great Boris during the ninth century. Originally they came from the Volga regions during the eighth century, under the leadership of Asparuk. After occupying all the territory lying between the Danube, the Black and Aegean Seas, they were subjugated by the Byzantine-Greek Empire; but in the twelfth century, by a successful rebellion, they freed themselves, and the great Bulgarian Empire was established under Emperor

John Azen; and Tirnova was decreed to be the capital of the new Empire. After a lapse of five centuries, Tirnova once more became the capital of constitutional Bulgaria.

During the two hundred years of its existence as a Bulgarian Empire under various czars, it passed through all the vicissitudes of civil and religious wars which frequently were accentuated by assass-



PILLSBURY FIREPROOF RECEIVING AND CLEANING ELEVATOR AT MINNEAPOLIS.  
Barnett & Record Co., Engineers and Contractors.

on the first and also on the scale floors. Electric lights and signals cover the building.

The elevator is strictly fireproof, a credit to the designers and builders and a valuable addition to the Pillsbury Flour Mill Co.'s plant.

Kentucky growers have begun to "pool their wheat."



sinations of various reigning members. Finally, after the conquest of Constantinople by the Turks, it passed in 1389 under their dominion, after the destruction of the Christian army under the Serbian King Lazare by Sultan Bayazet.

#### THE BULGARIAN STATE.

As it is at present, Bulgaria consists of all the territory bounded on the north by the Danube, which forms a dividing line between Bulgaria and Roumania, and by a line of demarcation to the Bulgarian city of Silistria, thence to Mangalia, a Roumanian city on the Black Sea, on the east; while the mountains of Vratantza, Servia and the river Timik are its boundaries on the south and the southwest. From the river Timik the Danube forms a course of about four hundred miles to the Black Sea, of which three hundred miles form the Bulgarian shore.

The area of Bulgaria is 38,000 square miles and the population is in the neighborhood of five millions. There are, however, a great many Bulgarians outside of Bulgaria. Two million of them are said to be in Macedonia, while Servia, Roumania and Austro-Hungary harbor many thousands, to say nothing of the thousands scattered all over western Europe, as well as over the United States.

Strictly speaking, the Bulgarians are not a migratory people, although recently they have come

extend without interruption from the Danube to the Arctic regions find check and barrier in the mountain ranges that intersect the country. During the summer, the sun is very hot and the mercury rises sometimes as high as 104° in the shade in the valleys, while the mountain tops are covered with snow.

#### BULGARIAN AGRICULTURE.

Bulgaria is probably the only country where the tilling of the soil is the almost exclusive vocation of its inhabitants. The various industries, as well as commerce, are still in their infancy and are mainly carried on by Greeks, Armenians and Jews. The Bulgar up to recently led the life of a simple peasant, even if well off in worldly goods. He is very industrious and devotes his whole life to the culture of his lands.

The soil of Bulgaria is very productive. Of its thirty-eight thousand square miles, there are not more than five thousand square miles of non-productive land. The most primitive of farm implements are still in use, as there are no large farms or estates where modern labor-saving machinery could be profitably used. The peasant, who owns but a few acres, does not require either steam plows, self-binders or steam threshing machines to raise grain or vegetables. Right here, it is worthy of mention-

tion. The soil being soft and rich, it is easily tilled by the home-made plow or spade. The land is well watered by numberless streams running down from the mountains, so that there is never any lack of moisture. The seed sown in the autumn is not exposed to any sudden climatic changes. The heavy covering of snow which falls in the late fall acts like a white blanket in protecting the crop from being winter killed. After the snow's disappearance in the spring, the heavy rains which prevail all over the country cause wheat, barley and corn in the northern districts, and rice and tobacco in the southern districts, to spring up as if by magic. Hay and rich pasturing lands abound along the sides of the mountains.

#### PEASANT LIFE.

The needs of the Bulgarian peasant are very moderate. During the writer's temporary residence at Schumla, he was informed that not more than five to six cents in our money is required to supply the needs of a peasant. He produces everything he needs, even to his clothing. His food during the greater part of the year consists of rye bread and garlic, or onions; only on extraordinary occasions, such as Easter and other great holidays, does he regale himself with wheat bread or a cake, called "Panitzza," which is toothsome enough to satisfy the palate of a French chef. The peasant quenches his thirst with water as a general thing, not because of any aversion to spirituous liquors, but because he hates to spend the money for them. Considerable attention has been given to viticulture; the wine, however, is rather raw and in color resembles that of the French Burgundy, but is not similar in quality or bouquet by any means. The phylloxera has almost completely destroyed the vineyards, which were perched against the sides of the mountains. The clothes the peasants wear are made on the farm, and consist of white cloth and of sheepskins, fashioned into pants and big overcoats. Their beds are made of rugs or mattresses spread on the dried mud floor of the room in which they eat and sleep; even in the towns, separate bedrooms are a rarity. In the more prosperous communities, the pope,—that is, the village priest,—who, unlike his Roman Catholic prototype, is generally a married man with a large family, has but one large room in which he lives, studies, eats and sleeps—he and his whole family.

#### RAILROAD TRANSPORTATION.

That Bulgaria will one day become the garden spot of eastern Europe must be patent to any one who has carefully studied its agricultural potentialities. It has the soil, the climate; and the peasant, although somewhat prejudiced against modern farming methods, is a hard working man. All that is needed is adequate railroad transportation to carry the products of the land quickly and cheaply to both home and foreign markets.

When the writer some years ago crossed Bulgaria from Viddin on the Danube to Varna on the Black Sea, the only transportation there was consisted of rickety carts drawn by buffaloes or oxen. It took days and weeks to make the distance made now in so many hours by the Rustchuk and Varna or the Belgrade, Sophia and Constantinople Railroads—the two main lines crossing the country from east to west. Besides these, others are now being built, connecting the various inland towns. Besides the railroads, there are various lines of steamships plying between the different points on the Danube and Varna and Bourgas, both on the Black Sea. These ships greatly facilitate the carrying of the product of the valley of the Danube, the richest spot in Bulgaria, if not in all the Balkan States.

To Chicagoans who are accustomed to scan figures that run into hundreds of millions, the figures of Bulgarian exports and imports will appear rather insignificant; but we should remember that we are dealing with a nation composed almost wholly of peasants, among whom we doubt if there could be found a half a dozen men worth a million. All the wealth is produced by hard manual labor by the peasant citizens; so it is quite creditable to them, when it is recorded that their exports in 1908 amounted to \$21,685,000 and their imports to \$25,119,000. Most of the exports consisted of cereals,



SOME HOMES OF THE BULGARIAN PEASANTS, BOTH RICH AND POOR.

to this country in larger numbers; but they stay only long enough to accumulate some money and then return to their native country to buy land. They lead, or at least have led, during the writer's sojourn there, a patriarchal life. The children, or, rather, the boys, remain after marriage with their parents, except in cases where they have to leave for the purpose of seeking work, when they can have none in their native village. The Bulgarian peasant has but a few acres of land, which he industriously tills and which affords him a frugal living.

The climate is quite cold in the winter, although the cold northwest winds which sweep over the country and over the vast stretch of the steppes that

ing that the Bulgarians have the reputation of being the most successful of vegetable gardeners. The lack of labor, as well as the still limited railroad transportation, do not warrant the cultivation of large estates; only small farms, worked by peasant proprietors, pay for the present. The time, however, is not far off when the cultivating of large estates will become profitable. There are some trunk lines of railroad in operation and many more are projected. Since her independence, the Bulgarian government has established many agricultural schools where scientific farming is taught to the young peasant boys. Of course, it will take time to remedy the many abuses which Turkish misrule during five centuries has brought to the na-



while the imports were of textiles. Their chief customers were Great Britain, France, Turkey and Austro-Hungary, the latter country taking the lion's share.

#### BULGARIAN CROPS.

In 1908 Bulgaria raised 47,072,000 bushels of wheat, 12,000,000 bushels of rye, about 7,000,000 bushels of corn and between four and five million bushels of oats, which were mostly exported to England. The figures of barley raised during that year are not given, but it was a very large quantity, running into millions of bushels. It is fed to horses and cattle. About 14,000,000 pounds of tobacco, large quantities of rice, vegetables and fruits, such as peaches, pears, prunes, cherries, grapes, etc., are produced. It has excellent grazing ranges for its numerous sheep and cattle.

#### THE ROSE GARDENS OF KAZANLIC.

A description of Bulgaria without mention being made of its world-widely celebrated rose gardens would be almost as unpardonable as an attempt to describe Rome without mentioning either the Vati-

[For the Illinois Grain Dealers' Association.]

### SOIL IMPROVEMENT AND THE GRAIN DEALER'S RESPONSIBILITY.\*

BY CYRIL G. HOPKINS,  
University of Illinois.

One hundred years ago the census of 1810 showed that there were seven million people in the United States; and there are many men now living, who were born before 1840, when our total population numbered seventeen millions. Another thirty years passed, and the population rose to thirty-eight millions in 1870; and this number was doubled by the next generation, as shown by the seventy-six millions counted by the census takers of 1900.

At the present time our ninety million people consume more than 90 per cent of all the foodstuffs this country offers for human food; and with no more new agricultural lands to be had except in semi-arid regions or in small areas of swamps or irrigable arid sections, the question may well be asked, whether our own children will be able to

twenty or thirty years hence and begin to take thought for the morrow. As far as our food supply is concerned, right now the lean years have begun."

These facts are serious, but by no means so serious as they would seem from these statements. There is still one outlet which is ample for another generation at least, and this is the outlet which the simple laws of economics have forced upon all older peoples; namely, the greater use of grains and vegetables for human food, and the gradual elimination of animal products from the daily diet of the masses. Our grain-fed animals are now consuming each year about three billion bushels of corn and other grains. When the population shall exceed the food supply under the present standards of living, if we fail to increase our food production or to check the increase in population, we shall then be compelled to grow more wheat and less corn or to consume more and more of the grain we now feed to animals and less and less of meat and milk, for the simple reason that when grain is fed to cattle or swine the value of the animal products for human food is only from one-tenth to one-fifth of the nutrient value of the grain consumed; and, if we must finally consider the ultimate resource, it should be known that twenty-four million tons of human manure are annually applied to the soils of Japan, and its value is counted greater than that from domestic animals.

Let us consider briefly some sources of information which may help to show us the goal toward which we Americans are hastening:

According to the statistics of the United States Government, a comparison of the last five years reported in this century with the last five years of the old century shows that our annual production of wheat has increased from 500 million to 700 million bushels; that our annual production of corn has increased from 2¼ billion to 2¾ billion bushels; that our wheat exports have decreased from 37 per cent to 17 per cent of our total production; and that our corn exports have decreased from 9 per cent to 3 per cent of our total production. Thus we have added enormously to our supplies of food for domestic consumption, both by increased production and by decreased exportation; but notwithstanding these increased supplies, the average price of wheat by these five-year periods has increased 27 per cent, and the average price of corn has increased 77 per cent.

The latest Year Book of the Department of Agriculture (1909) furnishes the average yields per acre of wheat and corn for four successive ten-year periods, from 1866 to 1905. By combining these into two 20-year periods, the records of forty years show that the average yield of wheat for the United States increased 1 bushel per acre, while the average yield of corn decreased 1½ bushels per acre, according to the first and second 20-year averages.

If we consider the statistics for the north-central states, from Ohio to Kansas, and from Cairo to Canada, the same 40-year record shows the average yield of wheat to have increased ½ bushel per acre, while the average yield of corn decreased by 2 bushels per acre.

Thus, notwithstanding the great areas of rich virgin soils brought under cultivation in the West and Northwest during the last forty years, notwithstanding the great extension of dredge ditching and tile drainage, and notwithstanding the improvement in seed and in implements of cultivation, the average yield per acre of the two great grain crops of the United States has not even been maintained, the decrease in corn being greater than the increase in wheat, not only for the entire United States, but also for the great new states of the corn belt and wheat belt; and the only means by which we have been able to feed the continued increase in our population has been by increasing our acreage of cultivated crops and by decreasing our exportation of foodstuffs.

#### COMPARISON OF STATE AND FEDERAL STATISTICS.

And even these crop statistics from the United States Department of Agriculture are evidently influenced by a strong spirit of optimism. The influence becomes readily apparent by comparing the Federal crop statistics with the statistics collected



SCENES OF BULGARIAN FARM OPERATIONS.

can, the residence of the Catholic Holy Father, or the Quirinal, where the Italian King resides. As one approaches the Kazanlic district, one beholds nothing but extensive fields of rose bushes. It is here where the essence, or attar, of roses is made of millions upon millions of pounds of rose leaves. The rose fields of Kazanlic find work for thousands of persons, mostly children, in the cultivation and in the harvesting of the leaves, which are then distilled into the essence and exported all over the world. To give one an adequate idea of the patience and perseverance required to pursue this industry, it should be remembered that it takes 6,000 pounds of rose leaves to produce two pounds of essence, and the leaves sell from 12 to 15 cents a kilogram (two pounds), while the essence sells at 25 cents a grain. Over 60,000 pounds of essence is the annual export.

The policy of public-owned grain elevators, inaugurated by the Manitoba government in appointing a commission in May, is proving popular in the rural districts. Applications have been received from sixty different points for the erection of government elevators. The commission expects to control 90 per cent of all elevators in the province in time to handle this year's crop. Sixty per cent of the grain growers tributary to a shipping point are necessary to secure a government-owned elevator. Twelve government experts under the direction of the commission are traveling over the province, investigating the situation and making recommendations.

support a high standard of living for perhaps two hundred million people forty years hence.

It is probably safe to say that William C. Brown, president of the New York Central Lines, and James J. Hill, of the Great Northern Railway Company, are well qualified to express opinions concerning the relative production and consumption of foodstuffs in the United States; for they represent the great carriers of those commodities.

In an address before the Railway Business Association, November 10, 1909, President Brown made the following statement:

"If the converging lines of production and consumption in the United States continue to approach each other as they have during the past ten years, before the middle of the next decade the last vessel loaded with the agricultural product of this country will have left our shores, the great exporting grain elevators in our seaboard cities will stand empty, and this great nation, like those of the Old World, will be looking for a place to buy the necessities of life."

In World's Work for November, 1909, ex-President Hill, of the Great Northern Railway Company, made the following statements:

"We have to provide for a contingency not distant from us by nearly a generation, but already present. The food condition presses upon us now. The shortage has begun. . . . Obviously it is time to quit speculating about what may occur even

\*An address read before the Illinois Grain Dealers' Association at Decatur, June 8, 1910.



by some of the states which have made legal provision for securing more accurate data.

Thus the law of Illinois requires about fifteen hundred township assessors to report to the State Board of Agriculture the acreage of the various important farm crops grown in all the townships of the state. A comparison of the two 5-year averages, 1895 to 1899 and 1905 to 1909, shows that the average area of corn grown in Illinois increased in ten years from 6,950,000 to 7,340,000 acres, according to the assessors' returns; whereas, the Federal department reports an increase from 6,910,000 to 9,700,000 acres. In other words, an increase of 390,000 acres is found by the state, while 2,790,000 acres is the average increase reported for Illinois by the United States Department of Agriculture. Thus the average increase reported by the National department is seven times as great as the increase reported by the Illinois assessors; and it should be remembered that the assessors' reports are based upon the sworn statements of the 300,000 men who grow the corn.

If there is any one thing the average Illinois farmer knows about his farm it is the number of acres of corn he cultivates. The commonest unit is the 40-acre field, and all fields lie out of doors in plain view. Moreover, the number of acres of corn on the farm has no bearing upon the taxes to be paid. Is it conceivable then that the assessors of the last five years have overlooked  $2\frac{1}{2}$  million acres of corn each year as an average, while the assessors of ten years before, working under the same law, reported the correct acreage for the state?

By these same 5-year averages, the state statistics show the total production of corn in Illinois to have increased from 254 million to 265 million bushels, making a total average increase of 11 million bushels; but the Federal statistics report an increase for Illinois from 243 million to 348 million bushels, or a total average increase of 105 million bushels, which is more than nine times the increase reported by the state.

It should be kept in mind that these are the published figures. They are found in the reports of the Illinois State Board of Agriculture and in the Year Books of the United States Department of Agriculture, and they are easily available to any one who may wish to compare them.

I repeat that this comparison reveals an evident influence of a strong spirit of optimism on the part of the Federal Department of Agriculture; which, however, is supported neither by the Illinois assessors' report nor by the high cost of living.

If we turn to the acreage of oats grown in Illinois, we find from the same 5-year averages that the state officials report a decrease of 600,000 acres, or 16 per cent, while the Federal report shows an increase of one million acres, or 25 per cent.

With wheat, the state acknowledges a decrease of 140,000 acres, or 10 per cent, while the Federal report credits Illinois with an increase of 400,000 acres or 25 per cent, according to these two 5-year averages.

The total average annual production of these three great grain crops for the five years, 1895 to 1899, amounted to 386 million bushels, as reported by the state, and to 354 million bushels, as reported by the Federal department, but for the last five years, 1905 to 1909, the state report is 383 million and the Federal report 501 million bushels. Thus the state's report shows a decrease of 400,000 acres and 3 million bushels; while the Federal report credits Illinois with an increase of 4 million acres and 147 million bushels. The state acknowledges a decrease of 1 per cent in grain produced, but the Federal Department of Agriculture insists that Illinois has increased her annual production of grain during this 10-year period by 41 per cent.

Under the Ohio laws, the township assessors also report the crop acreage to the State Board of Agriculture. These 5-year averages show that the aggregate average annual area in corn, oats and wheat decreased by 541,000 acres, according to the state report for Ohio, but the Federal statistics credit Ohio with an increase of 496,000 acres in these grain crops. In total average annual production the state's report shows an increase of 6 million bushels, or 3 per cent; while the Federal estimate

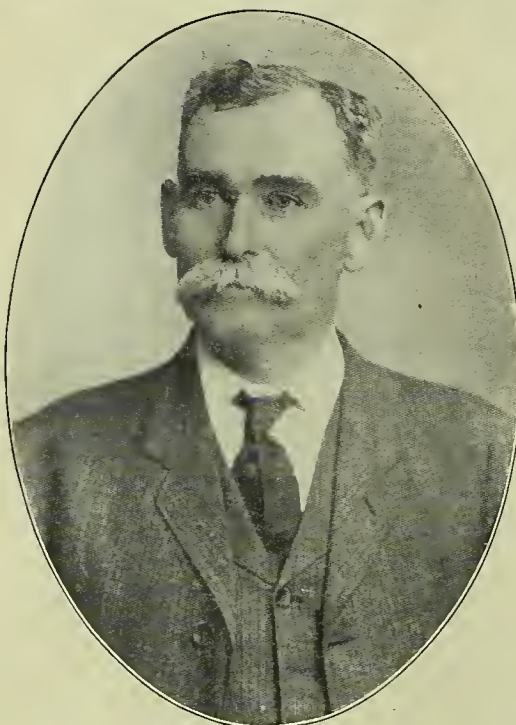
places the increase for Ohio at 40 million bushels, or 24 per cent. The Federal report has risen from 12 million bushels below to 22 million above the state report.

I have not had access to such complete data from any other states; but I noted in a press report that Iowa claimed to produce less than 5 million bushels of wheat in 1908, whereas, that state received credit for more than 8 million bushels of wheat in the Federal statistics for the same year.

[TO BE CONTINUED.]

### J. Z. KEEL.

It is a reasonable assumption that there is not a grain man in Texas more widely known or more kindly and respectfully thought of by the trade in both that state and the Southwest than J. Z. Keel, senior member of the firm of J. Z. Keel and Son of Gainesville. One of the oldest grain shippers in Texas, he has been himself always the embodiment of high business principle and also the active champion of trade reforms in a section of the country beset in times past with dealers to whom habitual business laxity was brought no twinges of con-



J. Z. KEEL.

science. Those who for ten years or more have watched the development of the Texas Grain Dealers' Association will appreciate how beneficent has been the personal influence of Mr. Keel in the grain trade of the state and how much conditions in the trade in the Southwest have been bettered since Mr. Keel and other founders of that association began their work of reform.

Mr. Keel, who is now in the prime of life at 56, is a native of the state of Kentucky, his birthplace being near Bowling Green. At the close of the Civil War, his father removed with the family to Pike County, Mo., made famous in song and story by the late Secretary of State, John Hay. His higher education was obtained at Prichett Institute at Glasgow, Mo. After teaching school for a few years in Missouri, Mr. Keel removed to Texas, locating in Gainesville, which has since been his home. Here also for about ten years he taught school, before entering into the wholesale grain business.

Mr. Keel is therefore one of the oldest, as he is also one of the largest, grain shippers in Texas, and with his partner, his son, W. L. Keel, owns and operates a line of corn and wheat elevators in northern Texas and southern Oklahoma, with an established trade with consumers all through Texas and in some of the Southeastern States.

He has been an energetic association man and has done his duty as a member of the trade by serving for two terms as president of the Texas Association.

New Orleans in June exported 40,601:04 bushels of corn, making a total of 5,131,918:22 bushels since September 1, 1909.

### SASKATCHEWAN ELEVATOR INQUIRY.

The Saskatchewan Elevator Commission, which has been getting the views of farmers and others on the subject of elevator operation, at Indian Head ran into a trio of gentlemen who told them that public ownership of grain elevators would not pay for the reason that unless grain elevators are operated as adjuncts to the business of buying and selling grain, they will not pay—storage and handling earnings alone being insufficient. John Millar, formerly chairman of the Royal Grain Commission, said that if the government went into the elevator business it would "take over the non-payment end of the business, as the present elevators, if used only for handling and storing, are not paying concerns. The elevator companies sustain in many cases losses through deficits in weights due to the dishonesty of some employees. The men employed to manage government elevators would undoubtedly cause the government to sustain heavy losses from the same cause, as more will endeavor to graft from the government than from a private company. Third, the system of handling grain by special binning is expensive because the extra storage occasioned by special bins is only partially full for a considerable length of time.

Mr. Millar admitted that evils exist, but claimed they would be remedied in part by additions to loading platforms and additional railway lines and car facilities, but not by additional farmers' elevators. State operation, he said, could not be made to pay unless made a monopoly; for the line elevators would undoubtedly cut the government rates and thus draw trade away from the government system; and if the price for handling grain were raised to two cents, as has been proposed, the government system would handle but a small percentage of the grain.

Andrew Hamilton, who favored the operation of terminal (not interior) elevators by the government, addressing G. Langley, a member of the Commission and one of the directors of the Grain Growers' Grain Co., asked if it was not correct that last fall this company advised farmers to ship their grain to the company for storage and not for immediate sale, and that this company disposed of the grain at once, then charged the farmers for storage and also interest on the 70 per cent of the price advanced to the farmers while the company held the full price of the grain. Mr. Langley admitted that the three managers of the company had been guilty, but that the other directors, on learning of it, had stopped the practice.

Some witnesses, farmers, wanted grain elevators operated like the postoffice—for service, irrespective of what it might cost. It appeared also in the course of the inquiry that the farmers' elevators of the Province are not paying expenses. Of the dozen or more houses whose books have been examined by the Commission, not one has been shown to be operated on a paying basis—which may account for the fact that one of the proposed plans of relief is for the Province to "chip in" for the benefit of this class of business enterprises. One witness, a Mr. Grant of Condie, who has been an operator of elevators for the last eight years and during the past season has operated the elevator at Condie, stated in a most emphatic manner that as a storage institution the elevators not only did not pay but could not be made to pay.

Another witness, a farmer of some consequence, recommended a compromise scheme which may be briefly epitomized under the following clauses:

1. That the government establish weight scales at all shipping points, stations to be under the control of an appointee of the government, thus providing for the protection of the farmers from loss by the receiving of false weight.

2. That the government provide storage facilities at all shipping points where they would be required for the use of farmers living at a distance from the station to store their grain till they have enough at the station to fill a car, the object being to do away with the necessity which farmers at a distance from the stations experience of selling their grain to elevators whether they want to do so or not.

3. That the use of the economy cleaner be advocated. This machine costs about \$200 to \$300 and can be attached to a threshing machine in the field. Although it is hardly out of the experimental shape



yet it is believed that it will clean grain so well as to do away with the necessity of having the grain cleaned at the elevator.

4. That this plan be put into force for about two years pending the trial of the Manitoba government owned elevator act.

The "penalty clause" idea, so much relied on by the American co-operatives, came out in a peculiarly characteristic way in the course of the testimony of T. Coulin, who represented the Newbury Grain Growers' Association. He presented a resolution from that organization embodying their views generally on the elevator question. The resolution asked the Commission to provide a system of grain handling that would insure grain reaching its ultimate market in the same or better condition than when delivered by farmers; they did not believe that any system whereby farmers would supply 25 per cent of the cost would be a success; they considered the Elevator Commission would have no difficulty in making a government system of elevators pay, as the loyalty of farmers to their own institutions had been proved. A clause should be inserted, however, in the act taxing those farmers who took their wheat to private instead of government elevators (*sic*).

The Saskatchewan Grain Growers' plan was about as follows: An elevator at every shipping point; where farmers promise their patronage, the form of patronage to be determined by legislation; that the government should buy existing elevators as far as possible with the view of eliminating competition; the certificate of the elevator operator to be made a negotiable document by legislation, and if this is not possible that it should be financed by the government itself; small lots of wheat to be grouped together by the elevator operator and shipped forward as car lots, with an advance of 65 to 80 per cent to the farmer; the establishment of a sample market at Winnipeg; Dominion-owned terminals if possible and if not terminals to be provided by the Provincial government at the head of the lakes or at Hudson Bay; the commission of management to be appointed by the government; the Grain Growers' executive would expect the government to accept their nomination of a majority of the first members of the commission; the deficit, if any, to be paid out of public funds; the executive are willing that the deficit should be added to capital account, and repaid out of the sinking fund, or if the deficit continues beyond two or three years, it should be provided for by a tax upon all arable land; the executive do not consider that it is necessary or wise to expect that any guarantee should be given, but are willing, if the legislature considers it necessary, to agree to the giving of such a guarantee; that the farmers at a shipping point where an elevator is required give the guarantee and that for giving it the farmers through the Grain Growers' Association should have a share in the management, the members of the Commission to be retired on a three-fifths vote of the legislature; that the government by means of lectures to advocate the advantages of public ownership.

In addition to the scheme outlined above the Grain Growers' executive put forward the following as being the physical equipment of what they termed an "Ideal System": (a) A complete public system of internal shipping facilities and storage throughout the West, no storage except that situated beside the mills being left in private hands; (b) proper provision for a grading and sample room staff and equipment; (c) a laboratory for making chemical and baking tests; (d) terminal elevators at the proper points on the various shipping routes, with conveniences for special binning in ocean and lake shipping units; (e) transfer elevators similarly equipped at points necessary to provide for preserving the identity of the lots in transit.

The formula for making a crop report without the aid of correspondents is as follows, and is furnished by one who has a wide reputation as a conservative crop observer, who has traveled all over the agricultural portion of the United States for many years, but who, in all his travels, has never met a correspondent of the "expert" above referred to: Take the average alteration in condition for

five years, apply it to the month under review, add an allowance for any extraordinary conditions for the month, also for a margin in favor of your employers, carry it out to one or two decimal places to make it impressive, give a summary of crop conditions and an estimate of acreage, and you have a crop report almost as imposing as a Government document. At least one expert has admitted privately that this is the plan he has followed.—Journal of Commerce.

### MISSISSIPPI CORN.

Mississippi, like Louisiana, has been drawing away from the "everlasting cotton" and finds profit in doing so. In the Yazoo Country rice has been successfully grown and in other parts of the state planters are coming to realize that the old-time



V. C. RUSSELL AND MISSISSIPPI CORN.

habit of Mississippi of feeding herself with "hog and hominy" can be done as well now as in the remote past.

As a sample of what the delta lands of the state can do without undue urging, our good friend, V. C. Russell of Memphis, sends us a Mississippi corn stalk, and as an "evidence of good faith" has had himself photographed in the regimentals of a land man on the job. The farm where the corn stalk in evidence was found is located about ten miles from Greenwood; and accompanying Mr. Russell on the trip were Ellis brothers, merchants and railroad agents, the local station being Berclair. The stalk was dug on May 27, and it was then nine feet high. It stood in a field of three acres, all as fine corn as the sample, some of the stalks, he says, "with as high as four suckers on each stalk, some of the suckers five and six feet high. An old barn with a horse lot once stood on this spot, showing what lands in that sandy loam belt will produce if properly cared for. The land needs to be replenished, same as animals, etc. The balance of the field of corn where I got this stalk would average waist high, while the average height of corn over the buckshot section of the delta was two or three inches."

A Dominion order-in-council on June 18 approved the by-law of the Harbor Commissioners of Montreal fixing at six-tenths of a cent per bushel the

charge for unloading grain from vessels and reloading it into steamships by floating elevators. The Commission will do the shovelling at \$1.70 per thousand bushels.

### CONTRACT PLEDGES IN TEXAS.

Among the papers read at the late annual meeting of the Texas Grain Dealers' Association was one by E. W. Crouch of McGregor, on "Abuses in the Grain Trade," some portions of which give support to the paper by Secretary Courcier, at Cedar Point, on the "Observance of Contracts." The lot of the grain dealer, in the experience of Mr. Crouch, is always a happy one when the markets are advancing; but when a decline comes, the woes of the dealer who caters to the consuming market "begin to appear from many and various avenues."

Still, all is not lovely even when the market is an advancing one. Then the buyer has his troubles to get confirmations of 'phone sales. For example, said Mr. Crouch:

I bought a car of corn one night over 'phone from a member of our association and destination weights and grades were distinctly agreed upon. The market advanced considerably the next day, before the shipper made confirmation, and in confirming the shipper, specified "shipper's weights and grades" as final. When his attention was called to the 'phone conversation he said his elevator weights were as good as ours and that we had the privilege of canceling the contract if we were not satisfied with his terms. This is an abuse that is difficult to remedy. If a wire embodying all the terms of the contract were sent immediately it would often obviate such misunderstandings, as the wire would reach the seller before the market opened. However, my opinion of the best way to remedy this particular abuse is to take your loss that time, return the seller his confirmation, let the "son of a gun" keep his car of corn and cut him off your list.

The next abuse is the irregularities encountered with "weights and grades" in a part of the country where there is none but private inspectors and weighers, except at Kansas City and Fort Worth, but even here the inspection and the weighing are both criticised by Mr. Crouch:

My official grade contracts have been mainly with Kansas City and Fort Worth, and, owing to the nearness of the market, most of my remarks will refer to Fort Worth;—but with the distinct understanding that all the complimentary remarks and references I shall make to Fort Worth official grades may be used by Kansas City as a buttonhole bouquet; and I further assure them that if time permitted I would be glad to hand them a few other flowers for the other lapel of their coat.

Now, gentlemen, those of you who have been handling No. 3 corn for the past few years have felt that you were buying a commodity reasonably safe to handle. You have felt that you were buying a merchantable commodity: in other words, the phrase, "No. 3 corn," to the average grain dealer of Texas, has, by custom and long usage, come to represent a salable commodity reasonably safe to handle. If you bought No. 3 corn you expected something merchantable. If you sold No. 3 corn you knew your customer expected something merchantable. I regret to say that some who bought official No. 3 corn out of Kansas City and Fort Worth this season, and expected a merchantable commodity when it arrived at their elevator, had their expectations severely blunted. We have received corn at our elevator at McGregor that was graded "No. 3 corn" at Fort Worth, moved to McGregor in three or four days, during dry weather and reasonably cool weather; yet this corn was "no grade," water-soaked and hot when it reached our elevator. It was not then a merchantable article, nor has it ever been since. Yet four days prior to that time—and these four days were favorable days for keeping corn—this corn had come within the bounds of "No. 3 corn," as that phrase is defined by the Fort Worth Board of Trade. Our contention is not that the Fort Worth inspector should not have graded this corn No. 3, for the inspector was drawing his pay to follow instructions given him. He had set rules to follow, and it was his duty to follow them. But our contention is that whoever makes these rules either does not know or should know that by custom and usage the Texas grain dealer has a right to expect, and does expect a merchantable article when he buys No. 3 corn; and to palm off stuff on the buyer which you know is not what the corn buyer expects is a breach of confidence.

As to a solution of this abuse, I am not sure. But my honest opinion is that this abuse will correct itself. There is only one kind of business that is long lived, and that is the "square deal" kind. Lincoln's old motto about fooling the people applies as well and as truthfully to the business world as to the political. You can't fool all the grain dealers all the time. As a result, some people who desire



to sell some corn on Fort Worth grades have to guarantee to some people that their corn does not contain all the qualifications and attributes that some official No. 3 corn has heretofore contained. This is a strong indication that these conditions

We refused to cancel and shipped the orders, notwithstanding the fact that our supposed-to-be customers had requested us to cancel and declined to pay us the difference in market value. The cars were refused at destination and we promptly sold

and knows that the grain trade will enforce these contracts, even if the courts have to be resorted to, just that soon will this abuse be corrected to a great extent, and only a very few months would be required to bring this result about, if concerted action on the part of the regular grain trade can be had.



NOVEL ELEVATOR DOCK CONSTRUCTION.—FIG. 2.

will necessarily right themselves later. But we, as individual grain dealers, or as an association, should render any assistance possible in righting these unfortunate conditions as speedily as possible. With one fundamental principle of grading firmly established, most of the grievances now arising could be relieved. What we need is a more thorough definition of each particular grade and that this definition shall remain unchanged and be uniform at all official markets. With modern appliances definite qualifications can be readily established, and any market without these appliances should not be entitled to issue official certificates under the grading system.

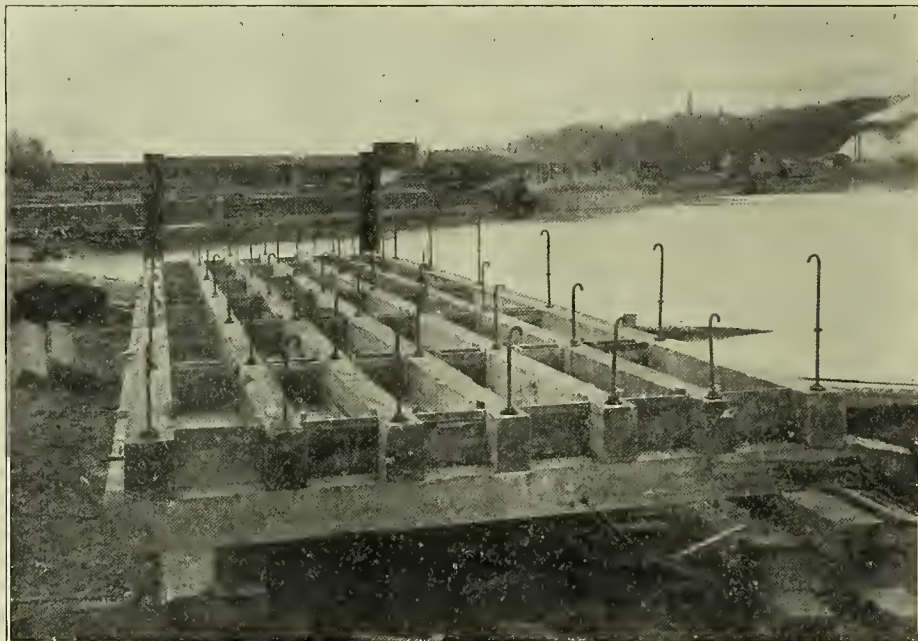
Passing over obvious matters, such as telegraph tolls, exchange, overdrafts, the abuse of which is always the privilege, as it is the delight, of the small-minded man who does business on the "near" principle and is neither respected nor sought after by the liberally-disposed members of the trade, there is the

cancellation of contracts and rejections at destination by buyers on a declining market. This is an abuse that has always been handled with too much slackness by Texas grain shippers, and is one that has unjustly caused heavy losses to Texas shippers.

It is time that the retail trade is given to understand that their part of a contract is just as binding as that of the seller. The grain trade has been so slack in enforcing contracts that the retail merchant has almost come to the conclusion that he has a right to contract for whatever he pleases, take it if the market advances and cancel the order if the market declines. Clemency on the part of grain dealers is encouraging to this spirit. Today is the accepted time to put an end to this abuse. It is an easy matter with anything like concerted action among the grain trade. Our firm has been compelled this past season to teach three buyers this important lesson and our only loss is three undesirable customers and a small attorney's fee.

These three cases grew out of attempts of buyers to cancel their orders after the market had declined.

the cars for the consignee's account and filed suit for our loss. The only defense we were called upon to rebut was a couple of good cussings, same being administered to us over telephone by our irate customers—one seventy-five and the other ninety miles



NOVEL ELEVATOR DOCK CONSTRUCTION.—FIG. 3.

distant. But we got our money, and three buyers were wise to the fact that it takes as many parties to cancel a contract as it takes to make it.

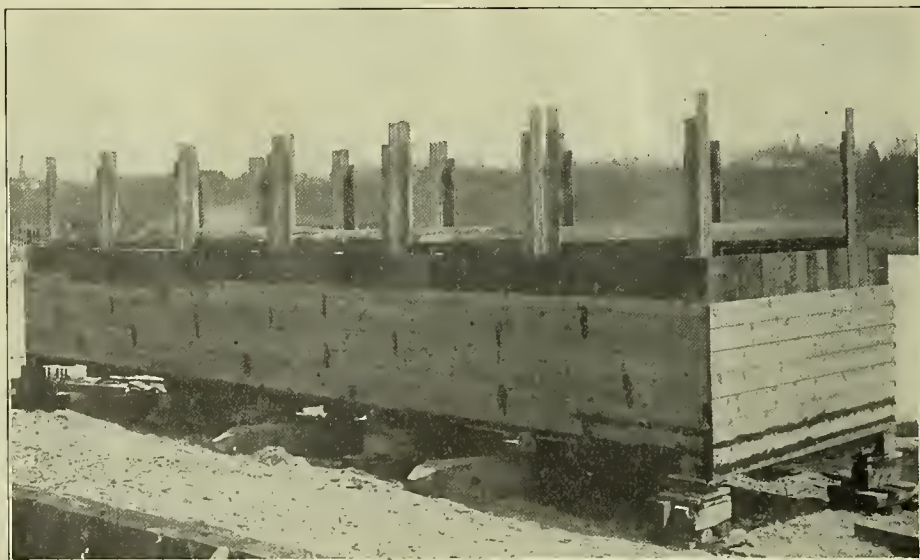
Rejections at destination should be handled the same way when the shipper knows he has shipped what he sold. As soon as the buyer realizes that the grain trade of Texas expects him to fulfill his part of the contract, regardless of market changes,

and elevator men generally. This building is set back about 100 feet from the shore, so that its construction is all done on land, but the foundation is of piling driven to bed-rock beneath.

In the case of the Goderich Elevator and Transit Company's Annex, the building stands out over deep water, broadside to shore, and a dock has been constructed in order that vessels may tie up alongside of the elevator. In the construction of this dock, which is built of solid concrete from the bottom of the harbor up, some new and novel methods have been employed, and all have worked out to a very successful and gratifying result. The views herein given fully illustrate the design, and give a clear general idea of the method of construction.

The concrete dock was built floating, then towed to the site and sunk in position on the rock bottom of the harbor. It has a depth of 21 feet of water, and offers a straight concrete wall clear to the bottom, except for the depth of the timber frame of the pontoons.

Fig. 1 represents a completed pontoon, built on shore but ready to launch into the water. These pontoons are made water-tight on the bottom and for about 5 feet high, up the sides and ends. They are built of wood and launched, and are then ready for the concrete walls, which are built inside of the floating pontoons, as the weight of the concrete walls per foot high is less than the weight of water displaced by the pontoon per foot deep. It means



NOVEL ELEVATOR DOCK CONSTRUCTION.—FIG. 1.



that while the pontoon sinks under the weight of the concrete, yet the top of the walls will always remain above the water level and will rise higher and higher above the water as the pontoon sinks. By the time the top of the pontoon becomes totally submerged, the top of the concrete walls have reached a considerable height above the water, and as the walls have then had time to harden, they form a continuation of the pontoon after the wooden pontoon has passed below the water line.

This, then, is the principle upon which the method

[For the "American Elevator and Grain Trade."]  
**THE ROMANCE OF THE SOY BEAN: A FAIRY PLANT.**

BY N. L. WILLETT.

Agriculture is a living miracle. Every plant is a fairy and waves a wand. The man with the hoe, or behind the plow, lives ever in a paradise, if he has eyes to see and a mind to know. The preacher sometimes, but not often enough, reads in his morning's lesson, "The earth is the Lord's and the full-

Knox wanted to internationalize the Japanese railroads, the Japanese gave him a short answer.

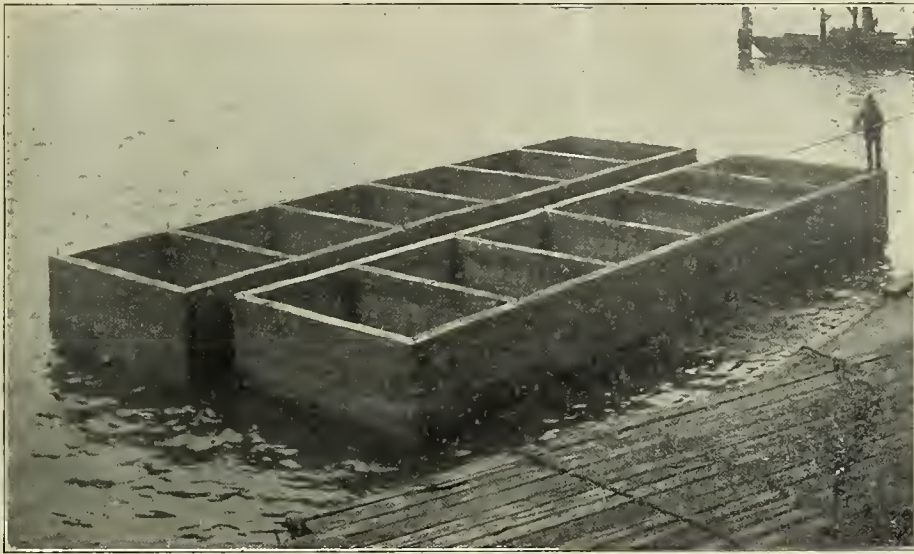
And now comes the romance. The railroad's income is chiefly derived from beans—the Soy, or Soja, Bean, for "beans is beans" in Manchuria. The coat of arms of Manchuria ought truly to be the soy bean. Down this Southern Manchurian Railroad flows an incredible amount—a yellow stream, indeed—of soy beans, to the great port once called Dalney, now redeemed and rechristened Tairen. It is said that the wealth of Manchuria has been in recent years made yearly to grow in the most incredible way through and by a trained army of chemists, scientific experts and specialists of all kinds, whose work it is to find out the "fullness" to be found in Manchuria. It is these people who discovered the qualities and value appertaining to this national bean and have stimulated its growth and sent it all over the world. It is these specialists who now declare that in the soy bean is to be found the coming and chief food in the world—for humans and cattle.

The great and chief crop of Manchuria today is the soy bean. On it alone Manchuria could live and could at the same time supply the world; just as Texas, if her "fullness" were rightly exploited, could supply the world with cotton. And it is of some moment to know that Texas and Manchuria are of the same size; that Texas and France are of the same size; that Germany would need the addition of five Switzerlands to be of the same size.

One of the busiest of the world's ports is this Tairen, and principally because of her beans. As a crop, the bean has no weak points; it is resistant to cold, heat and drought; as a crop it seems to know no such word as fail,—it is always dependable and forthcoming in its "fullness." All of last winter Tairen's quays were crowded. Frequently there were 100 ships at one time at anchor waiting to take on each its own cargo of beans; ten ships were loaded at a time, and the work continued night and day.

**HOW THE BEAN CROP HAS GROWN.**

In 1895 the soy bean was but little known. The Japanese after the war found it and began pushing



NOVEL ELEVATOR DOCK CONSTRUCTION.—FIG. 4.

of construction is based, and so nicely did it work out that not the slightest difficulty was experienced in carrying out the work: The dock was built in four sections each 54 feet in length.

Fig. 2 shows a pontoon just launched and being towed across the harbor to the mixing plant.

Fig. 3 represents the timber frame and watertight plank pontoon bottom before the side planking is put on.

Fig. 4 represents two completed concrete sections floating in the harbor ready for sinking. These sections were found to be so nearly water-tight that they would float for months without bailing. They also withstood, without the slightest injury, considerable tumbling from rough water during construction.

Fig. 5 represents a section being sunk and just before passing below the surface of the water. The projecting bars of two sections previously sunk may be seen just protruding above the water surface.

After the dock sections were sunk in position, the compartments were partly filled with sand and gravel; and the foundation piling for the elevator building is now being driven through the compartments and through the pontoon planking on to the rock bottom upon which the pontoons rest.

The cost of this concrete dock is known to be less than the usual wood cribs with their stone filling, and as it is heavily reinforced with steel bars, its strength and durability can hardly come into question.

This first attempt has been found so successful and the floating construction so easy to accomplish, that this method of concrete dock and breakwater building must rapidly come into general practice. The hazard of open-sea construction in exposed localities is entirely removed, as the work can all be done in protected water and the sections towed out and sunk during calm weather.

We understand that Mr. Tromanhauser has the scheme covered by patents in Canada and the United States, and also in all of the principal countries of Europe.

Good-natured request is not sufficient. The President should insist upon the railroad bill providing for future issues of stock. This is one of the most important problems before the country today. Business is taxed to pay the interest and dividends on watered stocks. Other countries regulate the issue, why cannot the United States? Hundreds of millions have been taxed upon the producers and consumers for the benefit of a few promoters. Don't allow the burden to be increased.—C. A. King & Co.

ness thereof." Let us italicize the word "fullness," and so realize how the earth actually fairly teems with this fullness. This fullness, we must know, too, is not spoken here of either cities or of man but of Mother Earth. As in our ignorance we frequently make leanness to appear where fullness should be, then wherever we find that manifestation of fullness it is worth our while to turn thitherward.

A few years ago a friend of mine, who was attached to the Russian army in the Japanese-Rus-



NOVEL ELEVATOR DOCK CONSTRUCTION.—FIG. 5.

sian War and who had traversed Manchuria, told me of the marvelous wealth of her crops. This wonder is becoming the better known, now that the world's eyes are set on Manchuria, that province being the center of the game that is being played now by the nations. The Southern Manchuria Railroad, 440 miles long, was at the end of the war a mere track. The Japanese then floated one hundred million dollars of 5 per cent bonds; double tracked the road with heavy American rails, and equipped it with the best American cars—Pullmans, locomotives and all. This railroad today pays its 6 per cent on the one hundred million dollars in bonds and also, in addition, a 6 per cent dividend on its stock. No wonder recently, when Hon. P. C.

it. In 1899 beans, bean cake and bean oil had an export value of \$12,000,000. In 1909 this value had reached the enormous sum of \$75,000,000. The soy bean, ground and pressed, yields 10 per cent oil; the remaining cake gives a fertilizer and is also the best of cattle feed. It will do just what (and all that) cotton seed will do. It is the most dangerous rival of the South's product—cotton seed. England and the whole north of Europe is a dairy country. The cattle feed bill is almost infinite. The short 1909 cotton crop forced this soy bean substitute upon the cattle feeders of Europe; but now they have found its value, will cotton seed recover her own? With a big 1910 cotton crop, there will be waged a most interesting commercial fight on old



Europe's shores between the soy bean and cotton seed.

Even the American cotton oil mills are looking soy-ward. My good friend, Mr. J. D. Dawson (and it was left to an Augusta, Ga., man to make this demonstration) of the big Houston, Texas, oil mill, during the past winter, imported from England a shipload of Manchurian soys, paid the American import duty of 25c. per bushel, pressed the beans with his cotton oil machinery, sold the oil and cake by export into Mexico, got back his duty of 25c., and actually made \$400 on the transaction!

#### THE SOY'S USES.

As food for the genus homo, the soy has two uses. One is in the form known as "soy." The bean dough is fermented, resulting in a sauce dark brown in color. Shiploads of it go to America and England. When you eat Worcestershire sauce, you are eating "soy" mixed with cayenne pepper and other condiments. The other use is a form known as soy bean curd, or bean cheese. This is an excellent and nourishing dish. The liquid left after the curd extraction is almost identical with cow's milk and is used as such. Another use for the soy bean is as an adulterant for flour; it is also used in making dog biscuit, soap, candles and as a substitute for olive oil.

There are three hundred soy bean types, eighty of these being black seed. The soy bean types most largely in use are the "Yellow Mammoth" and "Ito-San." Manchuria uses principally thirty kinds, these being the chief oil-bearing types. Her shipments are mostly of mixed types. The American South grows the "Yellow Mammoth"; it flourishes better than the cow pea. We can grow it a month earlier and can plant it until the last week in July.

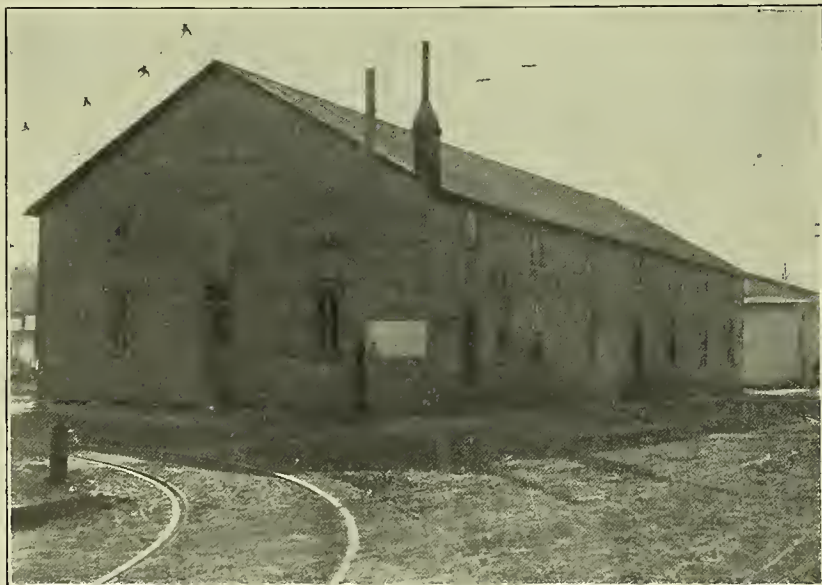
It is interesting to note that so large has been the demand for soy beans in America for planting purposes that not for the past sixty days has there been a bean in the United States for sale, and tens of thousands of bushels have been wanted for seed purposes. It is interesting also to note that the tedious, slow, costly back-breaking process of picking soy beans by hand (and cow peas, too, for that matter) has been in America the chief obstacle to a greater and more universal use for them. It is after all a matter of seed cost. These two legumi-

per acre, say one ton of seed, can be produced. About one-third of a ton of cotton seed per acre, on the other hand, is a fair average. We have, of course, in cotton, the side value of lint, but in the soy bean culture we have as a side issue one or two tons of soy bean hay. The soy beans could be drilled in by machines, then mowed by machinery, and then threshed by a modern pea and bean thresher. Compare this comparatively small cost of growing soy beans with the expensive process of cotton growing.

There are millions of acres of poor land in the South upon which soy beans could grow and which could be cheaply handled on the above plan. In three years this poor land, through these leguminous crops, could be brought up to a fertility of fifty or sixty bushels of corn per acre, or a bale of cotton. The oil mills of the South would do well to experiment along this line.

As an evidence of the value of this new pea and bean threshing machinery, let me cite the state of Missouri. At one time her wheat lands produced only one crop to the year; now, after wheat, from June 10 to July 20, a crop of "New Era" peas is sown, then mown and then threshed, the process saving the peas and the hay. This means today two crops annually and soil enrichment besides. These "New Era" peas, which originated right here at Augusta, Ga., have been the salvation of the wheat fields of Missouri; but this salvation came through the correct method of machinery harvesting. This "New Era" pea, which supplanted the old "Whippoorwill," will itself be supplanted in a few years, when sufficient stocks can be had, by the new "Brabham" pea, which also originated at Augusta. This "Brabham" pea is as early and small as the "New Era," but it is proof against wilt. It is anti-wilt and can be sown on land that the farmers call "pea sick" land. The value of the hay product after the threshing is possibly about one-third less than that of cow-pea hay cut and saved in a green state and before the cow peas have ripened—or \$12 to \$15 a ton.

Indiana dealer has had bad Armour dreams. He is under the impression that Armour has five hundred brokers in the Chicago wheat pit and can



WILKIN GRAIN CO.'S SEED AND FEED HOUSE.

nous crops take nothing practically from the soil. They get their living out of the free nitrogen of the air; through their roots, they store, too, surplus nitrogen in the soil, and are always soil enrichers. They give us hay and beans, following after grains and truck, and give us these two annual crops on the same soil. But the hand-picking, as I have said before, is the trouble; a thousand bushels of beans could be used in the South where, in fact, we find but a hundred.

#### A PLAN FOR CHEAPENING THE AMERICAN CROP.

With the many uses today of the soy bean and of cotton seed, it would be impossible to overproduce them. There is largest future for them both. The seed cost of the soy bean in average years has been something like \$1.50; and thirty to fifty bushels

make the market. This is a very grave mistake. There are eighteen hundred members of the Chicago Board. There are about four hundred members who live outside of Chicago. Half of the remainder do not attempt trading in the pits. The wheat pit contains from two hundred to four hundred brokers, varying with the business. Balance are in the corn, oats and provision pits. Most large dealers deal through brokers when they wish to trade freely. It assists them to accomplish their object better, but Armour, Patten or any other large operator cannot deceive the Chicago pit crowd very long or control the market. Providence decides. Large deals naturally make more of an impression than small ones. Armour crowd was right on the May break, but they are not infallible.—F. I. King, Toledo.

#### SEED AND FEED HOUSE.

The premises of the Wilkin Grain Company at Albia, Iowa, has more of the appearance of a warehouse than of the elevator, and such, in fact, it is, the business of the company calling for the former type of building rather than the latter. The company are buyers and shippers of grain, but a large part of their business is in flour, feed, salt and field seeds, of which they handle large quantities for shipment. In fact, the company is the only one at Al-



W. A. WILKIN.

bia doing a shipping business in both grain and seeds, as well as a jobbing business in seeds and feed.

The premises are equipped with 10-horsepower electric motor to operate the feed grinder and also the cleaning machinery for grain and seeds as well as the handling machinery.

The business was established in 1902 and has been well managed by W. A. Wilkin, a man with a local reputation for intelligent and energetic push and enterprise, whom the business men of the city for a number of years placed at the head of their Business Men's Association as one of the town's most capable and typical citizens.

#### MORE DISAPPOINTMENTS.

The collapse of the Merchants' Stock and Grain Company at St. Louis on June 14 brought disappointment and some gloom to many speculators in various parts of the Middle West. The end came precipitately when the W. U. Tel. Co. withdrew its quotation service from the company, and thus wound up the largest and last of the bucket-shops in St. Louis. When the smash came Frank J. Miner, head of the company, who was recently sentenced to five years in the penitentiary on a charge of conducting a bucket-shop, could not be found at the company's office, and the attaches of the company refused to discuss its closing further than to point to two notices written in chalk on the blackboard where questions are posted, stating that, "Unexpected contingencies necessitating the cessation of our business, compels us to close out all contracts open for your account at the close of business today, June 13."

This company succeeded the Cella Commission Company, who said two years ago that they had disposed of their interests in it. About a year ago the Chicago Board of Trade secured an injunction against its using its grain quotations. Previous to the securing of this injunction detectives were working to discover how the quotations were being obtained, but were unsuccessful. The indictment against Miner was secured by Assistant Circuit Attorney Newton, and he was convicted May 6 last. Indictments are now pending against other members of the company.



The break down of the company carried with it the suspension of the "Acme Grain Co." of Bushnell, Ill., whose manager faced claims of patrons amounting to about \$1,800; also F. G. Sprague & Co. of Ft. Wayne, Ind.; the "Stock Exchange" at Columbus, Ind., H. C. Robinson, manager; and T. O. Hurst [ & Co.], at Wichita, who poses as "a victim of circumstances," being \$1,845 short. These are but three out of supposedly 300 shops controlled by the said "Merchants."

Later, when the Western Union cut out some more of its customers, the "Investment Security Co. of Chicago," operating at Joliet, closed up "with a jerk," and the sympathetic local press said that "as a result hundreds of persons, farmers in particular, who have been doing business on the Chicago market through local concerns, have been put to a great inconvenience."

### OBSERVANCE OF CONTRACTS.\*

BY JOHN F. COURCIER,

Secretary of the Grain Dealers' National Association.

I shall predicate what I shall have to say upon my understanding of Rule 1 of the Grain Dealers' National Association Trade Rules.

It should always be kept well in mind that up to a certain point each party to a contract has the God-given, free-born American right to say "yes" or "no"; but that when he has once passed his word and another has been bound by his act, he cannot honorably recall it, or in any way alter the condition he has helped to create, without first obtaining the consent of all those at interest; and consent can be forced only upon the assumption of any resulting loss by him who demands the alteration.

Inasmuch as "bushels," or "cars," necessarily enter into every transaction in grain, it is proper that we should consider some of the customs of the trade, whose application in a large measure distinguish clean-cut contracts from those which admit of varied constructions. It is always better to deal in bushels and to order cars accordingly, particularly since the Interstate Commerce Commission and the railroad commissions of the several states have uniformly held that when carriers fail to furnish cars of the size ordered for loading, the minimum tonnage upon which freight charges shall be assessed, shall not exceed the capacity of the car specified at the time the order was filed. If on a sale of bushels a buyer wishes cars of a given size for a specific purpose, care should be exercised to convey that information to the seller, lest the latter proceed under the rule of trade which provides that when bushels are sold and the size of cars to be loaded is not mentioned by the buyer, it shall be the privilege of the seller to load cars of a size suitable to his convenience.

In the absence of any mention of the number of bushels when cars are sold, custom has fixed the following table as a basis for adjustment: Carload of wheat, 1,000 bu.; carload of shelled corn, 1,000 bu.; carload of ear corn, 700 bu.; carload of rye, 1,000 bu.; carload of barley, 1,000 bu.; carload of oats, 1,500 bu.

Surplus and deficit items have given more or less trouble at times; and to minimize such differences it should be observed that the rule of trade requires that surplus grain shall be taken to account by the buyer at the current market price the day after the last of a shipment has been unloaded, and that a buyer may close a deficit account upon twenty-four hours' notice to the seller that unless the contract be complete within 48 hours after the expiration of the 24-hour notice period, the deficit will be closed either by purchase or cancellation. To avoid the complications attendant upon this open manner of adjusting deficits, it may be stated, in the original articles of trade, that less-than-carload deficits shall be entered of record at the current market price on the day after the last of the tender on contract has been unloaded. There is no element of fairness in the contention that surpluses and deficits should be taken to account at the original contract price. The reason is too obvious to warrant discussion.

Full knowledge as to the kind and grade of grain wanted by the buyer and available to the seller will, if carried into the contract, help to avoid disagreements and ultimate losses. With these two important factors understood, the percentage rules of grade, now being universally adopted, make it possible for the buyer and the seller to enter into a contract which may be definitely construed and honestly carried out.

The price feature is so carefully watched by both buyer and seller that but little may be said here upon that phase of my subject; but it may not be amiss to observe in passing that it is at times more important to secure a certain quality of grain than it is to save a cent a bushel, and that, therefore, the price should be carefully considered in order that the human tendency to correct errors in price making by taking liberties with other elements of the contract may not be given nourishment.

Because of the existence of the many arrangements for initial billing, rebilling, reshipping, diversion and milling-in-transit, too much care cannot be exercised in fully covering every essential feature in the matter of a point of shipment or delivery or rate point and in conforming strictly to the letter of the contract. On unconditional contracts for delivery spot delivery is good tender, but on a sale for shipment the buyer has a right to expect shipment from the home shipping point of the seller, unless it has been otherwise and specifically agreed at the time of trade. This construction finds agreement in principle in the rule which provides that upon the failure of the buyer to furnish billing instructions the seller may, after notice, complete his contract by sending his shipments forward to the post office address of the buyer. Sales based on a given rate point always have been prolific sources of loss and annoyance, but because of their apparent indispensability as an agency by means of which the movement of straggling shipments may be corralled for distribution, little more can be said than to remind both buyers and sellers that losses from market changes, deterioration and demurrage, and from negligence in preparing, forwarding and handling papers, must cheerfully and promptly be met by the party at fault. Hagglings and quibblings at long range over differences growing out of such transactions give rise to a world of ill-feeling and should be avoided.

Considerable complaint is heard of the application of the rule providing for the automatic extension of contracts for shipment in the absence of overtures on the part of either the buyer or the seller at the expiration of the agreed limit. That the original intention of the rule, namely, the protection of both buyer and seller against losses due to oversight, has been distorted and abused, is apparent; but just how to remedy the evils and not destroy the better features is not clear. The fact that the great bulk of purchases to arrive are hedged in the future market eliminates those who pursue that course from the class of buyers who object to the rule on the ground that the trend of the market influences shipment, particularly when that trend is upward. In justice to the buyer, the seller should, under existing rules, wire the buyer at the expiration of the shipping limit, informing him (the buyer) of his (the seller's) inability to fill his contract on time, and thus give the buyer an opportunity to protect himself on such other contracts and arrangements as he may have predicated upon the contract in question. The elastic operation of the rule may be abridged by special agreement at the time of trade, and it would seem as though that plan would be advisable, at least until a more definite general rule can be laid down. Grain for delivery, under ordinary conditions, commands a premium over grain for shipment, hence the prevalence of the latter method of trading, but the uncertainties incident to the completion of sales for shipment may be avoided by contracting for delivery under the rule which provides that, upon the failure of the seller to complete a contract for delivery within the agreed time limit, the buyer may extend, buy in or cancel the contract. In such cases the buyer must take immediate action if he wishes to avail himself of the privileges of the

rule, otherwise he releases the seller from further obligation.

Under the head of routing, your attention is directed to the custom which, in the absence of an agreement to the contrary, grants to the discretion of the seller the privilege of delivering grain sold delivered via any line. Grain sold track the original point of shipment shall be routed in accordance with the billing instructions furnished by the buyer. Oversights and errors in giving and executing routing orders, delayed and indefinite billing instructions, and faulty bills of lading are tolerable only when the proper spirit is manifested in adjustment.

It has long been established that the word "terms," as used in grain contracts, means that the weights and grades of a shipment shall be determined in the market agreed upon at the time of trade. The abuses that have grown up around the word are legion and varied. It is gratifying, however, to find that the responsibility for the conception and growth of these abuses can be traced to a few grain dealers who constitute a very small percentage of the whole trade. That there are more than a few who are using the general acceptance for the word as a shield for uncommercial practices is due to a number of causes. Among these we find geographical location and inability to reform competition single-handed.

As to the abuses. I have seen communications setting forth in detail the merits of grain offered for sale, strengthening the plausibility of it by giving assurances of a personal knowledge of the verity of all that was claimed, but closing it all with the familiar reservation, "Our weights and grades final." I have then seen grain tendered on the contract which had been predicated upon those alluring representations and found it to be a vicious prostitution of even the most elastic and indefinite rules of grade. It is difficult to distinguish between such a transaction and the sale of a "gold brick" that is not a gold brick. The only means by which a vendor of gold bricks not true to name can be proved guilty is that of the process of analysis, and it is the hope and the belief of the better element of the grain trade that the percentage basis for grading grain will set the line of demarcation between the man who is disposed to exercise the same careful supervision over the grain he ships that he does over the grain he receives and the man who ingeniously words his solicitations for patronage with a view to using the established rules and the integrity of his market as a shield for sharp practice. Within the past month I have had brought to my attention a quotation on No. 2 white oats two cents a bushel under the lowest price that could possibly have been made on the lowest combination that could be squeezed into the grade, based on the then current market. The old excuse that the oats offered had been bought on a lower market and that a profit was shown despite the cut in price would not answer in this case, for the reason that the market was declining and had been on a downward turn for several weeks. The grain merchant who exhibited all this will welcome the day when it will be possible to bring to quick account those who prey upon the trade from the beginning to the end of the year, eking out a mere—and unclean—existence and keeping the grain-handling industry in constant turmoil.

All that has been said of grades may be repeated of weights, and it is to be hoped that those who give honest weight will not be timid in closing in upon those who, for example, guarantee weights within a given per cent and then add that per cent to the actual weight for their profit.

Let us, then, before making contracts, know what we want to do; so clearly and concisely state our propositions as to convey them to the understanding of those with whom we would trade; avoid being influenced by generalities which are not finally made a part of the contract; and then, having agreed, discharge our obligations with that same grace and exactness which we should surely demand of others, and thus narrow the lapse to the time when distance shall no longer be a factor in determining credit and when objection, while we still have the right to object, will take the place of rejection after there are other interests to protect.

[\*A paper read by the author at the annual meeting of the Ohio Grain Dealers' Association, held at Cedar Point on June 15 and 16, 1910.]



## OHIO GRAIN DEALERS' ANNUAL.

The thirty-first annual meeting of the Ohio Grain Dealers' Association was held at Cedar Point on June 15 and 16. The attendance was rather under the average in number, probably owing to the previous rather unseasonable weather that put the date "too early in the season" to make the Point as attractive as a summer resort. Those who came, however, were amply repaid, both by a snappy meeting and by the "good time had by all."

Having called the convention to order, President Robinson introduced James A. Ryan, manager of the resort, who welcomed the dealers by a speech that contained a great deal of local grain history of much interest to those who delight in recalling the "good old times" and what was done in them. Among other things he said that

A little hamlet to the south of Sandusky, the birthplace of the famous Edison, once contested with Odessa, Russia, for supremacy as the greatest grain shipping port of the world. Before the advent of the railways, when the farmer hauled his grain by wagon from the interior of the unbroken country to this city, Sandusky was a great grain port.

The little town of Milan, just to the south of Cedar Point, once boasted of its mammoth elevators; and the enterprising citizens of that once busy place built the first canal in the new country for the purpose of admitting to wharfage the then large carriers of the inland seas. The canal was not of great length but it showed what these early grain men did accomplish and by it made Milan equal to Odessa as the greatest grain port in the world.

In keeping with Erie county's part as a great contributor to the supply of grain comes a township a few miles south of this resort as a leading section in the production of grain. Some few years ago Margaretta produced more grain per acre than any other township in the world. To the west of Sandusky and almost within view of these shores stands today the ruins of a wharf which played an important part in the first shipment of grain from Ohio to the Eastern markets. Just off the shore of the little town of Venice the ruins of a wharf are still to be seen, that bring to mind that it was there the first shipment of flour was made from west of the Allegheny Mountains to New York City and was sold at a price lower than flour ground in the Empire State and in the same market. The old mill is still grinding but the dock is gradually disappearing, and today the piling rising above the surface of the water, is but a monument to its former greatness.

H. S. Grimes of Portsmouth, responded to the welcome, telling in the course of his remarks some good stories to illustrate his point that, "I never miss these meetings because I always get information at them that helps me in my business."

## PRESIDENT'S ADDRESS.

President H. W. Robinson then made his annual report, substantially as follows:

It becomes my duty at this time to report to the Association in a general way the work accomplished during the year, and to outline such policies as may seem for the benefit of the organization in the future. While the mission of the state Association is broad in its scope and the work important to the grain trade interests, yet its intermediate position between the local and National associations tends to make its work passive rather than active. The local association is but a step from our various individual interests, intended to deal with and regulate conditions most vital to our success, while on the other hand the mission of the National Association is largely to elevate and maintain the grain business in the high plane it deserves in the commercial world. We are therefore inclined and apt to overlook the importance of the work of the state Association and turn our organization interests to the associations appearing to afford us the quickest and most decided returns.

But let us pause a moment for the purpose of reflection. As the rope holds the anchor, so the state Association serves as the cord that binds. And then from the state Association came the local and National organizations, thus not only taking the initiative in the work, but proving the essentials to association success. As the lesser and greater offsprings began to wax strong, the state Association, being relieved of its responsibilities in many ways, has been turning attention not only in Ohio but in other of the older grain producing states as well to the assistance of our agricultural departments, to the end of better and greater production.

Thus while we may find ourselves stripped of our coat of many colors and replaced with a more simple mantle, yet we are not without a mission, and still find ourselves with work and plenty of it. Much to the different agricultural departments of the state, co-operating with them in all of their

efforts which appeared to be of direct or indirect value to the grain trade, and in indication of their appreciation and willingness to serve us, each department is represented on our program at this meeting.

I am pleased to report that your officers have during the year contributed as best we could to the success of the various local associations of the state. It should be a source of regret that we do not have more means with which to assist in the local association work, the importance of which I have recognized more during the past year than ever before, because much depends upon the success of the local association for the social and financial life of the individual dealer. It should be founded upon principles above criticism or fear of the law, to the end of affording those engaged in the business just remuneration for their investment, risk and work without which the dealer is forced out of the business or to speculating beyond what he can afford, which in many instances is even worse.

Our relation with the Grain Dealers' National and all other affiliated associations, as well as similar trade organizations, has been harmonious and most pleasant indeed. Through co-operation with these various organizations we have been relieved of the duty of undertaking the solution of many important and vexing problems. The subject of rates, bills of lading and legislation have been most creditably handled for us by the Ohio Shippers' Association, to which we are indebted for the able manner in which they have handled these things and the effective results obtained. We should not only be proud of our affiliation with it because of the relief it has afforded us, but should ever show a willing spirit to lend a helping hand to assist in the accomplishment of its valuable purposes. The Grain Dealers' National Association has not only done similar work but has also accomplished much for us in the way of adjustment and improvement of inspection, all of which has been done in a much more effective manner than we could have possibly undertaken these tasks, because of a lack of funds and strength as well. We have therefore contributed to a higher attainment of business activity and assisted in maintaining more commendable commercial relations, greatly to our credit. For the relief and help thus afforded, if for no other reason, we should take on new enthusiasm, and every grain dealer in Ohio should be glad for the opportunity to be identified with such an organization as ours, thereby contributing to the support of such worthy causes as I have mentioned.

In trade the year has not been highly satisfactory, although general business conditions of the country have ruled at a high degree of prosperity. We may attribute this to the popular agitation of the year relative to the production and consumption of foodstuffs of our country which encouraged growers and dealers to see but the advancing side of the market in defiance of the large 1909 cereal production of the United States as indicated by statistics and crop reports. The country grain business especially was more unpleasant and more laborious than usual because of the spirit of growers showing reluctance to part with their holdings at prevailing prices, even though at a high level of valuations. Since the inevitable adjustment came, the dealer has had to almost continually contend with a declining market, the result of which experience has made us familiar. The moral of this lesson impresses us with the fact that we are still an independent nation and teaches us that while Government policies have been criticised and will continue to be, yet we find the conservative influences still predominating regardless of partisanship, and among other provisions agricultural education has been introduced and is being pursued with that high degree of energy and success so characteristic of the American people and their undertakings in order to provide for the probable future in this respect.

Secretary McCord has continued to faithfully serve the Association in his capacity as secretary and deserves the highest commendation for the efficient manner in which he has continued to handle the general affairs of the association and all other matters referred to him for consideration and action.

## SECRETARY'S REPORT.

Sec'y McCord's report was financial only, and was as follows:

## Receipts—

Balance on hand June 23, 1909.....	\$ 48.94
Dues paid in .....	830.00
Contribution to Corn Fund.....	171.50

Total .....\$1,050.44

## Expenses—

Office help .....	\$ 187.50
Sec'y's salary account .....	225.00
Rent, supplies, 'phone, etc.....	221.73
Dues to G. D. N. A.....	215.00
Traveling expense .....	27.30
Contribution to Corn Show.....	150.00
Cash on hand .....	23.91

Total .....\$1,050.44

The membership, Mr. McCord said, was in good shape; the number of affiliated members in the local being larger than a year ago.

Report was referred to the auditors.

## RELATIONS OF MILLERS AND DEALERS.

The first paper on the program was by H. W. Fish of Mansfield, secretary of the Ohio State Millers' Association, on the "Relations between the Miller and the Grain Merchant." He said:

God in his infinite wisdom made all his creatures dependent each upon the other. He carried this idea all the way down, beginning with the atom and reaching to the culmination of all His efforts when He created man and gave him dominion over all the earth. The wings of a bird would be powerless to aid him in his flight, were it not for the sustaining power of the atmosphere; the earth itself would fly off through space and become lost from the sun in its endless wanderings were it not for the power of gravitation. The seed planted in the soil by the hand of man would rot and be lost to life were it not for the life-giving heat of the sun—were it not for the strength and nourishment of the soil.

So man is dependent, not only upon all other of God's creations, but upon his fellow men. The servant is dependent upon the master; the master upon the servant. It took centuries in the evolution of man for him to discover this fact. Until it was discovered civilization made no headway. But when once man grasped this wonderful plan of the Creator, he made giant strides in the direction of advancement. God created him a little lower than the Angels. He has grown until he is just a little below his Creator. He is indeed master of the world and has harnessed the powers of nature and they do his bidding. He has conquered the earth and all that lies within. He now looks upward for greater feats to perform. Just within recent months men, heretofore chained to the earth by human limitations, have flown from France to England and back; from New York to Philadelphia; and plans now are being made to span the continent in the aeroplane. Who will say that in time we will not explore other worlds than our own? Let the universe look to its outer forts—they are within the eye of man.

In such a world of dependencies, all men and all things must work in harmony to attain the limit of successful advancement. The man in the city must look to the farmer for his food; the farmer must look cityward for the contributions it makes toward comfortable modern ways of living. None of us are longer content to eat and sleep; we must gain more out of life than merely to have lived. The luxuries of yesterday have become the necessities of today. All business is, to a certain extent, dependent upon all other business. The manufacturer is dependent upon the producer of raw material on one side, and upon the jobber and retail merchant, upon the other.

This brings us to the relation that should exist between the grain dealer and the miller. There was a time when every farmer who raised wheat took it to the mill and had it ground for his own use, selling to the miller only his surplus. Later the exchange system was introduced, and one bushel of wheat was traded for the product of another. This system prevails today but somewhat less extensively than in former years, many farmers preferring to sell their wheat outright, and buy flour, just the same as any other customer. As the production of grain has increased beyond the local needs of the farm and the community immediately surrounding it, the grain merchant, or middle man, has found a place. He is here to stay, and the wise miller has already recognized him as a legitimate competitor. Only occasionally do we now find the grain merchant and the miller at loggerheads. They have learned that by working in harmony there is opportunity enough for both. The larger mills depend upon the grain merchant for their supply of wheat; the grain merchants depend upon the mill for their market. There is no use to purchase what you cannot sell at a profit. Wheat must eventually find its way to some mill for grinding or it is practically useless, and without the mill the market for it would disappear.

Thus the miller and the grain merchant are interdependent upon each other. The relations existing between them should be most friendly. By the building up and maintaining such relations there is profit for both in the handling of grain. If these relations become strained and unfriendly, the opportunity for profit disappears. I therefore advise the cultivation of the most friendly feeling and an exchange of business courtesy between the local miller and grain merchant. Deal with each other in the commodities that you both handle. If the miller shall so conduct his business that the grain merchant may purchase wheat at a profit, then the grain merchant owes the miller the first opportunity to buy his wheat before he sells it elsewhere. It will contribute to the good feeling existing between the two if a basis for such exchange of wheat is provided, such a basis allowing the grain merchant a reasonable profit for the



bandling of the grain and the miller a margin of profit also.

I believe that the grain merchant should not handle flour in competition with the local mills, or, if he does, he should, if possible, handle the product of the local mills. Show your favors to the man in business who shows you his favor. Deal with the man who deals with you. Thus can you build up a business, both in merchandizing and in milling wheat, that will have the approval of the community in which you live, the approval of yourself and the good will of your competitor.

If there has been bad feeling between yourself and the local miller, meet him half-way in an effort toward amicable adjustment. Go a little more than half way if necessary to make a friend out of your competitor; it pays and pays well. You will usually find him, whether grain merchant or miller, ready to come his half of the road. Forget what it is that has come between you.

"Let the dead past bury its dead!  
Act—act in the living present,  
Heart within and God overhead."

Capt. E. E. Nutt of Sidney, a regular attendant of these meetings, found the date in conflict with that of the state G. A. R. meeting at Xenia, and so sent his regrets to Cedar Point. In this communication he dwelt upon the work of the local association which he considers the most important cog in the association mechanism because it is the foundation stone upon which friendly relations of competitors are built.

The chair then appointed the following committees for the session:

**Nominations.**—Fred Mayer, Toledo; M. A. Silver, West Jefferson; E. C. Eikenberry, Camden; Jacob House, Wapakata; Robert H. Wilson, Old Fort.

**Resolutions.**—G. W. Lamb, Hooker; H. G. Pollock, Middleport; M. W. Miller, Piqua; H. W. Fish, Mansfield; Martin Slessman, Clyde.

**Auditors.**—M. W. Miller, Piqua, and H. S. Hoffner, Circleville.

The meeting was then adjourned for luncheon.

#### AFTERNOON SESSION.

When the afternoon session began Mr. Beverstock of Lexington asked for a committee to call on the Ohio State Bakers' Association, then in session in another part of the building, to invite them to hear the address of Sec'y Sandles of the State Board of Agriculture; and such invitation was extended.

H. G. Pollock of Middleport then opened the formal program by an address on "Profit and Loss in Running a Country Elevator." Mr. Pollock believes in the money-making capacity of the country elevator although many men fail in trying to run one; but failure may usually be traced to the man and not the business—the man doesn't know how to run the business.

(1) In the first place, he would have a bouse of moderate size, and that means quick movement of the grain bought. As soon as a car of grain is bought and put into condition, sell it before the market changes. His own house will run 100,000 bushels a year. He buys right; and he has a system of accounting that shows him daily just what grain or hay he has on hand or in transit or on sale and where and through whom.

To operate such a house as his, he employs one good laborer and a good girl in the office. His house has three dumps and he avoids mixing grain. In the ordinary house with but one dump 90% of the grain goes into the house in better condition than it goes out because it gets mixed in the dump or in a bin used for more than one kind of grain. If there are several dumps, the grain on arriving can be roughly cleaned to get rid of straw and chaff, and will grade better when shipped.

(2) The location of a country elevator should be at a point where a house is needed—where a hundred cars a year can be handled; where proper freight rates can be had; and where there is a choice of markets. A north and south road is preferable as giving both better rates and better markets.

(3) Use a gasoline engine or motor in preference to steam—the fuel bill is reduced from 75 to 90%, and one laborer's wage can be cut out.

(4) Most important of all is the buying of the grain. Make each day's purchases as of that day—whether the farmer takes his cash at once or not, credit him with the value of the grain on the day it is sold by him. Don't contract grain ahead—it al-

ways makes trouble with your trade. Don't "store" grain—buy it.

(5) In selling grain we sell only what we know we have on hand to sell and we deliver just what we sell—nothing else. If we sell "2 white," or "3 white" we deliver "2" or "3." I sell to interior points and ship just what the buyer wants—whole cars or mixed, and I give him a square deal. It makes a friend of a customer and a frequent buyer. I make draft for the full amount—then the buyer is not so likely to find fault. I eliminate trouble by giving no cause for trouble or claims to arise, and I confine myself to as few firms as possible.

Losses. (1) Don't be under insured; keep your records and accounts so that you may have everything covered. (2) I work out off-grade corn as rapidly as I can and in the ear. My competitor held his and had 50% of it rot on his hands. (3) Don't speculate. No country elevator man can afford to speculate because he doesn't know the game—speculation is a business by itself.

Records: Keep duplicate records of all transactions; file all correspondence; keep duplicates of all car records and shipping papers; make every car an individual shipment and keep its record by itself; keep an accurate stock record balanced daily.

#### BETTER AGRICULTURE.

Prof. Hubert Osborne of the Ohio State University then gave a talk on insect pests that affect grain. They are important factors in life, as they take about 10% of the grain that should be harvested. Wheat as a prey of insects suffers the most and the loss falls upon the entire body of the people. The Hessian fly is the most destructive and next to the fly in the Mississippi Valley we have the wheat joint worm. Then there is the "green bug" in the Southwest and the chinch bug over a large part of the great valley.

The Hessian fly is caused by late planting. Burning the old stubble will lessen the damage. The fly is not an annual damage, but it recurs about every five or six years. The joint worm is a good deal the same—periodic in its fierce attacks. Burning the stubble and chaff will reduce the number the following year.

Dealers should inform the farmers by distributing literature and showing how the pest can be controlled. These pests all came to us from abroad, but they are here and we must work to eradicate them.

Prof. Osborne spoke particularly of the joint worm, a pest then at work in Ohio and Indiana wheat. It lives only in the stem of the plant. The chigre in straw is its parasite. As such it is beneficial, although to man it is an annoying insect.

Mr. Culver of Toledo did not agree with Prof. Osborne that the joint worm is found only in the stem of wheat; he found it in the grain itself, just as he had seen fleas. Prof. Osborne thought what Mr. Culver had seen was another insect.

Sec'y Sandles of the State Board of Agriculture spoke on the theme "Chained to the Bread Line." The address was a plea for better agriculture and for co-operation by grain dealers with those who are trying to improve the quantity of the products of agriculture in Ohio. Man is "chained to the bread line"—he must eat as long as he lives; so that anything that helps to increase the productivity of the farms is worth the while of thinking men.

Russia spends 3c per capita on the education of the people; we spend over \$3. Education is a good thing—it pays; education and agitation will benefit the farms. In Ohio 12 bus. of wheat is an average in the southern part of the state; 14 in the central, and 16 in the northern part, making the average 15 bushels—our standard, or "condition 100." Corn averages 35 to 36 bushels; oats 30 bushels. These are the Ohio standards for crop estimating. These averages should be doubled in Ohio; and to do it he would teach agriculture in the schools and use every available means for promoting the cause of better farming. To stimulate better methods with corn the State Board has this year offered prizes for the largest yields produced per acre, using the North Carolina method of awarding the prize to the grower on the sworn testimony of those who saw the field and the grain. In North Carolina last

year 254 bus. of corn were grown on a single acre; if that is possible there is clearly a big chance for improvement where only 25 bus. is the average.

The drift of the farmers today is to dairying and fruit and that means less wheat; corn lands are being planted to sugar beets. It is up to you dealers to look after your own.

Few farmers know what kind of corn they are planting. Only 21 farmers out of 2,100 at an institute at Knoxville, Tenn., knew what kind they planted; only 17 men out of the same body knew the breed of the cows they fed and milked. Now how can we in Ohio improve things?

Mr. Sandles then proposed that the grain dealers take action under the law of Ohio which provides that in case 5% of the legal voters of a county so petition a vote of the people of the county be taken on the proposition to establish within the county a demonstration farm to be operated under the direction of the faculty at Wooster. If we could take the Wooster station to every county in the state of Ohio we could, said Mr. Sandles, make Ohio farms pay. One bushel of wheat more per acre would pay the cost and all above that would be pure gain or profit. The farmers need these demonstration farms. If you dealers will take up this question, I think everyone will fall into line. In Europe there is a station at every school, and Europe has found the cost a good investment. It is up to us to do the same thing; and you dealers can help to start the movement.

Mr. Sandles referred also to the coming National Corn Exposition at Columbus as a great educational opportunity for Ohio farmers.

After adopting a resolution of thanks to Prof. Osborne and Sec'y Sandles, the convention adjourned for the day.

#### SECOND DAY—MORNING.

The morning session of the second day was begun by Prof. C. G. Williams of the Ohio State Experiment Station, who invited the dealers to be present at the "Field Day" exercises at Wooster on June 24, when the growing grain under test could be seen in 14 to 16 varieties of wheat; 35 of corn; 50 to 52 varieties of soy beans; 10 of grasses; 400 of apples; 300 of plums; 300 of peaches, etc.

Prof. Williams spoke briefly of the work done in different parts of the state with fertilizers, using 5 to 10-acre plots in ten or more counties for the tests. He congratulated the Association on its good work—beneficial to farmers and dealers alike; and urged the latter to co-operate with the station in promoting its work among the people.

Sec'y J. F. Courcier of the National Association then made the address on "Observance of Contracts," found on another page of this number.

Before Mr. Niezer's address on "Love Thy Neighbor as Thyself," was listened to, an invitation from the Bakers' Association was accepted to spend the afternoon in an excursion on Lake Erie.

Mr. Niezer may or may not have a "license to preach," but as a layman, his sermon on the great commandment was most admirable in form and spirit, with a direct application of the principle to the daily business relations of men and especially of the grain and hay dealers to whom he spoke.

Charles McIntire of Chandlerville, spoke on better farming methods from the standpoint of the farmer, that being his own occupation. He opened his address by highly complimenting the work and management of the Ohio Grain Dealers' Association whose influence he said would be useful to progressive farmers, who are working for greater things for Ohio agriculture. Soil is the foundation of the farmers' industry, he said; but beyond that there must be pure and good seed; and he expressed the hope that dealers in their own towns and to their own patrons would in season and out of season urge the necessity of using only pure seed. The dealers should, indeed, go further and keep high class seeds on hand to supply their trade. It is some trouble to handle seeds of course; but it will pay to do so.

Finally, Mr. McIntire urged dealers to buy all grain on its merits. The policy of paying one price for all grain offered, good, bad and indifferent, is simply destructive of the farmer's ambition to



produce a high grade of grain. Price in the last analysis must be—and it will be—the final encouragement to the farmer to market better grain.

Among the visitors Mr. Foresman of Indiana Association and J. V. Taylor of the National Hay Association were called on for speeches. The latter reviewed very briefly the work of the Hay Association of which he is secretary; and invited all present to attend the annual meeting at Cedar Point in August next.

The resolutions committee recommended the adoption of resolutions commending the enactment of amendments to the commerce act; praising the work of the Ohio State Board of Agriculture; approving the action of the Grain Dealers' National Association in opposing legislation looking to National inspection of grain; thanking Ohio state railroads for their part in the work of the free lecture trains sent through the state last winter; thanking the W. U. Tel. Co. for quotation service as well as the speakers and officers of the Association and the hotel management. The resolution adopted at Decatur by the Illinois Association reciting the public necessity for the grain exchanges of the country and the unrestricted right of public speculation in grain upon the authorized exchanges was adopted. The resolution of thanks to Sec'y McCord was adopted by a rising vote.

The standing committee on arbitration reported by Sec'y McCord, who had successfully settled the only case requiring attention, having done so after one of the parties in interest had flatly refused to consider arbitration.

The traffic committee, by E. W. Seeds, made a report in which among other things Mr. Seeds said:

The railroad bill as passed by both Senate and House, I believe, contemplates the approval of the Interstate Commerce Committee before any change in freight rates can be legally made.

This seems as it should be, for while shippers should not be allowed to fix the price on the commodity the carriers sell, viz., transportation, neither should carriers arbitrarily fix the price of the shippers' goods by changing freight rates at their own sweet will, and thus materially affecting what is a very large per cent of the cost of many commodities.

Conference by the interested parties before or with a disinterested tribunal seems to the proper way to arrive at a fair adjustment.

The carriers must have full compensation for the service rendered and a fair return on the capital actually invested, or a fair value of its property, under efficient and economic management in order to continue in the business and render proper service to the public.

On the other hand, neither the producer, shipper, or consumer should be required to pay high freight rates in order to pay dividends on excessive capitalization, extraordinary salaries, or for the results of inefficient or extravagant management.

Both interests are entitled to a fair adjustment and only that. The railroad bill, if not juggled by the conference committee of the Senate and House, before whom it now is, seems to contemplate this.

Demurrage rules. At this time we have two sets in Ohio; an annoying and a very inconvenient arrangement.

The Ohio Railroad Commission law was so amended last winter that the Railroad Commission of the state now has, I think, full jurisdiction over all car service and demurrage matters within the state, regardless of where the shipment is to go or what point it came from.

Some action should be taken to institute such proceedings as will give us one set of car service rules to work under.

The so-called uniform car service rules now applied to interstate business by the carriers are not bad by any means and for 90% of the business seem all right. I do not seriously object to them, but I do object to two sets of rules.

I think the Interstate Commerce Commission realizes fully that under the federal statutes and the decisions of the U. S. Courts they have no jurisdiction, and the whole matter must be settled under the authority of the several states, and proper action on your part here today would no doubt facilitate an adjustment in this state.

The service rendered by the carriers for the past year has been better than in other years. The supply of cars has been ample for the most part and better time has been made in the delivery of freight.

The legislative report offered by Chas. E. Groce and G. H. Lamb, was adopted as read, as follows:

The Legislative Committee begs leave to report, that only three bills that would materially affect the interests of the Grain Dealers' Association were before the Legislature at its last session.

One, known as the Crawford bill, which was passed and became a law, will make it easier for shippers to collect claims from railroads.

House bill No. 312, which was passed and is now a law, and known as the Ervin bill, gives the Railroad Commission jurisdiction over all car service matters, whether shipments go to points within or without the state.

The Woods Utility bill, over which much controversy was had, would have affected the grain dealers' interests materially but it finally failed of passage.

Your committee thinks a vote of thanks is due the legislative committee of the Ohio Shippers' Association for the good work done before the Legislature; they were always on guard, and in the good work done for the Shippers they had always in mind the interests of the Grain Dealers' Association.

The Agricultural Committee, by Mr. Beverstock, reported that during the month of July three agricultural instruction trains would be run through the state, over the Pennsylvania, B. & O. and B. & O. S. W. lines.

The nominating committee then reported, recommending the election of the following officers:

President—M. W. Miller, Piqua.

Vice-president—M. A. Silver, W. Jefferson.

Sec'y-Treas.—J. W. McCord, Columbus.

Members of Governing Board—G. W. Lamb of Hooker, E. C. Eikenberry of Camden, and L. F. Anderson of Anderson.

Fire Ins. Co.; W. S. Heathfield, Buffalo; F. C. Cain, Cleveland; E. H. Culver, Toledo; H. F. Keitsch, Buffalo; H. M. Stravis, Cleveland, J. J. Rammacher, Buffalo; E. H. Beer, with Chas. England & Co., Baltimore; F. E. Watkins, Cleveland; H. E. Elgert, Baltimore; W. B. Fairman, with Croff, Reynolds, Taylor Co., Lafayette and Crawfordsville; J. A. Manger, Baltimore; E. L. Southwick, Toledo; C. E. Donner, with Richardson Scale Co.; A. S. Garman, with Huntley Mfg. Co.; J. F. Courcier and son, H. Cuddeback, H. L. Goemann, A. Guitteau, John C. Keller, with C. A. King & Co.; G. A. Kreagloh, with The Toledo Field Seed Co., Inc.; M. N. Menzel, W. H. Moorehouse, J. A. Sattler, with W. A. Rundell & Co.; Geo. W. Shepard, with E. W. Wagner & Co., and J. W. Young of Young Bros., Toledo.

### A MONTANA STEEL ELEVATOR.

Out in Gallatin Valley, Montana, it is not uncommon in a favorable season for its fine irrigated soil to produce 50 bushels of wheat and 100 bushels of oats per acre. Such crops make grain elevators necessary and their number is very rapidly increasing. Their character is first-class—well built and well equipped. The house, for example, shown in the illustration is a steel house built at Manhattan for the Beneppe, Berglund Grain Company, by the Minneapolis Steel and Machinery Company of Min-



STEEL TANK ELEVATOR AT MANHATTAN, MONTANA.

The report was unanimously adopted; and when Vice-President Silver had taken the chair and the retiring president, Mr. Robinson, had thanked the members for their co-operation during his administration, and Sec'y McCord had renewed his promise of past years to do "what little he could" for the Association, the convention adjourned sine die.

### SOME WHO WERE THERE.

Among those present were: L. F. Anderson, Anderson; E. W. Armstrong, Monroeville; R. R. Bales, Circleville; H. S. Heffner, Circleville; P. Horn, Monroeville; M. Jones, Vickery; G. Leggate, Westville; G. W. Lamb, Hooker; J. McAllister, Columbus; E. C. Bear, Hicksville; A. Beatley, Kingscreek; A. B. Beverstock, Lexington; W. D. Bishop, Arlington; L. H. Bisel, Ashley; J. W. Channel, Melvin; J. L. Cruikshank, Fostoria; L. L. Cass, Weston; I. S. Comstock, Clyde; H. G. Dehring, Curtice; J. L. Doering, Antwerp; C. W. Schug, Monroeville; J. B. Seymour, Seymour; M. A. Silver, W. Jefferson; G. Slessman, Clyde; S. L. Snyder, Holgate; W. A. Dull, Wiltshire; E. C. Eikenberry, Camden; J. M. Garrison, Blanchester; H. S. Grimes, Portsmouth; W. B. Gramlich, Kenton; P. H. Harsha, Portsmouth; E. E. Harboar, Pemberton; J. Hauss, Wapakoneta; M. J. Slessman, Clyde; L. J. Stautzenberger, Prout; R. D. Stryker, Huron; R. G. Stull, Fremont; F. H. Tanner, Mansfield; L. A. Trepanier, Dunbridge; J. Wren, Deunquat; G. D. Woodman, Sandusky; J. W. McCord, Columbus; M. W. Miller, Piqua; F. J. Pendrey, Melvin; H. G. Pollock and K. Pollock, Middlepoint; E. F. Reichelderfer, Cridersville; S. L. Rice, Metamora; J. Ringlein, Leipsic; H. L. Robinson, Columbus; H. W. Robinson, Greenspring; W. H. Rowder, Kalida; O. T. Rozell, Troy; C. G. West, with Fairbanks, Morse & Co., Toledo; B. W. Dulaney, Cincinnati; F. L. Davis, Pittsburg; G. S. Hutchinson, with Albert Dickenson Co., Chicago; Fred Abel, Cleveland; C. O. Peters, with the Ohio Grain Dealers' Mutual

neapolis, Minn. It was completed in September last year and has a capacity of 120,000 bushels.

The elevator consists of six tanks, and a working house 18x27 feet in size. The spaces between the tanks are divided into four compartments, each making 14 units, or bins. The tanks are 45 feet high and 22 feet in diameter.

The machinery equipment consists of two elevator legs, a wagon dump-scale, two 150-bushel hopper scales, No. 8 Invincible Cleaning Machine, and one 32-horsepower Fairbanks-Morse Gasoline Engine.

The grain from the farmers' wagons is taken to one of two bins on the second floor and thence is discharged into the cleaning machine. The screenings are returned to the farmer and the clean grain conveyed to the tanks.

The elevator has been doing a very good business for the owners since it commenced operations, and has a bright future, as the great valley becomes more densely populated and farming is carried on there, as it is in the East, on more intense methods.

### SCOTT BILL PASSED.

The Scott anti-option bill passed the House on June 24 by a vote of 160 to 41. Its provisions apply to cotton only. It will not, in all probability, pass the Senate—that body, for all its bad name among the reformers having still some reputation for ordinary business sense. The measure opened the doors for a flood of forensic twaddle, proceeding largely from Messrs. Scott of Kansas, Hardwick and Hughes of Georgia, Reall of Texas, Lever of South Carolina, and Burleson of Texas, all conspicuous among the feather-weights.



[For the "American Elevator and Grain Trade."]  
**THE KEYSTONE ELEVATOR IMBROGLIO.**

BY EDWARD R. SIEWERS.

The grain trade throughout Philadelphia, as well as Pennsylvania and adjacent states, were never so startled in their recent history as they were when, preparing on the grain floor of the Commercial Exchange for a three-day season of rest and enjoyment over the Independence Day holiday, the news was flashed over the wires from Washington that the Commerce Commission proposed an investigation of the Keystone Elevator Company, its connection with the Pennsylvania Railroad, and the charge that L. F. Miller & Sons, one of the most reputable and successful grain firms in the East, who are claimed to be in control there, have been receiving special privileges from this great and powerful trunk line transportation company, which gives them "substantial and undue advantage over other shippers of grain." If a box of the biggest bomb crackers had suddenly exploded on the main floor of the Philadelphia Bourse Building there would not have been half the excitement among the traders gathered there, and it has been keeping up ever since.

It soon became known that for weeks and months, in a quiet way, a strong and well-fortified petition had been circulated and signed by prominent grain men in the atmosphere of the Bourse Building and taken to Washington and filed with the Commission. Then it leaked out that United States marshals had been unostentatiously going about serving subpoenas on leading grain shippers, railroad officials, Commercial Exchange directors, and the heads of the Elevator Company, to appear forthwith, on a day named, at the Federal court rooms at Philadelphia; and that added additional interest to the whole matter.

It seems that this action was decided upon, following a full session of the Commission on June 15, though for good and sufficient reasons, it was not made known until two weeks later. The hearing will begin on Thursday, July 14, and all defendants have been notified.

The exact order of the Commission is as follows:

Complaint being made that the Pennsylvania Railroad Company, a corporation common carrier, subject to the act to regulate commerce, being the owner of a grain elevator, at North Philadelphia, Pa., known as the Keystone Elevator, has leased said elevator to a corporation, known as the Keystone Elevator and Warehouse Company, and has entered into an arrangement with the Keystone Elevator and Warehouse Company, by which the latter is paid an allowance for unloading and elevating carload shipments of grain at said elevator; and complaint being made, that the Keystone Elevator and Warehouse Company is controlled by the co-partnership known as L. F. Miller & Sons, at North Philadelphia, handling grain through the elevator; and that the lease and allowance, and methods of the business pursued in the operation of the elevator, are unduly preferential to said grain dealers, and result in giving them substantial and undue advantage over other shippers of grain by way of the railroad to North Philadelphia, and to points competitive therewith; it is

Ordered, that an investigation be instituted into the above described matters.

L. F. Miller & Sons, whose established headquarters are at 2933 North Broad Street, Philadelphia, are among the largest grain dealers doing business on the North Atlantic Coast. Levi F. Miller, who founded the firm, came from Maryland years ago, where he had become quite prosperous in commercial life, and established the business here upon a sure and sound foundation, and joined the Commercial Exchange in 1894. He died about a year ago, possessed of great wealth, at a good old age, having retired from active duties for some years. He had been prominent in church affairs, and was highly respected by all who knew him. His eldest son, Harvey C. Miller, who became a member of the Exchange in 1904, has been practically at the head of the firm for some time, and with him are associated his brothers, Morris F. Miller and Roy Miller.

Harvey C. Miller, though yet a young man, in the prime of life, and reputed to be a millionaire, is president and principal stockholder of a well-known steamship line, and is known on 'Change everywhere, as one of the shrewdest, most popular,

straightforward and successful men in the grain trade.

Walter F. Hager, a president of the Commercial Exchange during three terms (1889, 1890, 1904), at present a director and one of long standing, and a prominent committeeman, has been president of the Keystone Elevator Company for the past five years, succeeding Harvey C. Miller in that position, when it was thought that a satisfactory adjustment had been reached between the Pennsylvania Railroad Company and the grain men who were endeavoring at that time to bring the corporation to terms. Mr. Hager, though a ship broker, has been a member of the Commercial Exchange since 1877 and has always stood very high in its councils, and was known for years as the "watch dog of the Treasury." And while he is practically in the family of the Pennsylvania Railroad and the Keystone Elevator Company now, and one of its most trusted officials, many of the grain men who in the past sought him out as the one above all others whom they delighted to honor, now recall with significance some burning words contained in his inaugural address at the time that he was elected president of the Commercial Exchange, which just at this period seem almost of a prophetic character, as they are weighed by the complainants in this investigation. In speaking of the conditions of the grain trade in Philadelphia on that occasion, and of the policies and methods of some of the railroad companies, among other things, he said:

We hear it said that our grain merchants are lacking in public spirit, energy and ability. There is no foundation for this assertion, and the merchants have only to regret that they have not openly and frequently, in public meeting on this floor, spoken of their grievances. You must look elsewhere than among yourselves to ascertain the cause for this unfortunate state of affairs. Had you received fair and uniform treatment, one and all alike, at the hands of the great trunk line, the Pennsylvania Railroad Company, such as you had a right to expect, there would in all probability have been no necessity for these remarks today. Has that corporation conferred with you as an organization at various times to discuss means by which the general prosperity of the past could be increased? Has it extended encouragement to all merchants already here, to increase their business or to those of other cities to come here, and with their commodities, experience and capital, assist in building up trade? On the other hand has it not favored but a few, and in some instances have not these favors been parcelled to a few others, through the influence of those who in the first place were the recipients of these favors? If the latter is the true state of affairs, does it appear to be reasonable to presume, that one, two, or three mercantile houses could collect and distribute through various channels of trade, as great a quantity of merchandise as many firms, with much larger accumulated capital and facilities for transacting business? When there is competition, does it not tend to fair and generous treatment of correspondents, increase of trade and general prosperity? Is not the reverse true, that centralization tends to arrogance, often leading to dissatisfaction and injury to the business interests of a community?

In instituting an investigation of this subject, these suggestions as to some of the probable causes for the present condition of our grain trade, may be born in mind.

At least six years ago complaints began to be made to the board of directors of the Commercial Exchange that the Keystone Elevator Company and its beneficiaries were obtaining great advantages from the Pennsylvania Railroad Company and the then grain committee, of which James B. Canby was chairman, was ordered to look into the matter and report; but after a number of sessions, they seemed unable to ascertain anything of a tangible nature which would inure to the benefit of the complainants, and it was next to impossible to find out just what individuals comprized the Keystone Elevator Company. Charge after charge was investigated without any results. Then an effort was made to get the Elevator Company to secure a membership in the Commercial Exchange, the ostensible purpose being to get some control of the conduct of the concern, but they were not to be caught napping, and they never have come in to this date.

Then a special committee to investigate was appointed, with George M. Warner as chairman, and they, too, failed to accomplish anything that

could satisfy the complainants, and the whole matter was lodged in the hands of Charles F. Saunders who was secretary of the Commercial Exchange during 1904-5, he to act as a sort of arbitrator between the corporations and the Exchange; and just about the time he resigned his position on account of ill health and left Pennsylvania for California, where he has since resided, a report was left by him to be placed in the hands of the committee, which among other things resulted in the appointment of Walter F. Hager as president of the Elevator Company. Secretary Saunders on leaving was presented with a magnificent gold watch and chain as a testimonial for his services in the long-drawn-out differential contest which was won by the Exchange before the Commerce Commission; but soon after he had gone, and the outcome of the Keystone Elevator investigation became known, there was considerable muttering by some on the grain floor, that had they known just the manner of disposing of the complaints they would have kept entirely aloof from all parting compliments to the departing secretary.

Former President Scattergood is regarded as one of the prime movers in this last investigation, as it was said that he had in charge, circulating about the grain floor quite recently, a subscription list to obtain funds to prosecute the investigation, and it is known that when Samuel F. Scattergood was elected president of the Commercial Exchange, in January, 1909, he and his friends made the Keystone Elevator case an issue; besides at that time he was quoted as saying that the Pennsylvania Railroad Company made an allowance of 35 cents a ton on grain to the Elevator Company, which he asserted inured to the benefit of a certain grain firm, which he alleged controlled the grain trade, and was thus enabled to market grain at attractive prices that other grain merchants could not touch.

Up to this moment the names of all the petitioners have been impounded by the Commission, and curiosity is rampant.

It is but just to say that the Commercial Exchange as a trade organization is taking no part in this contest, and remains strictly neutral, as the Millers and the Pennsylvania Railroad Company, and Walter F. Hager are among their most honored members; but the elevator companies throughout the country are deeply interested in the result of this investigation. The Millers, who are regarded as business men of the highest grade and are favorably known East and West in grain circles, seem to be losing no sleep over the situation, and regard the whole affair as a jealous move of unsuccessful competitors, and predict the same outcome as in all previous investigations—"the mountain laboring and bringing forth a mouse."

The individual complainants, on the other hand, and their allies, promise the most startling disclosures and are sure they can convince the Interstate Commerce Commission that the Pennsylvania Railroad Company, through the Keystone Elevator Company, is and has been giving substantial and undue advantage to some grain dealers over other shippers, and upon full proof of this discrimination the case must stand or fall.

The Federal Grand jury at New York on June 17 handed in an indictment against eight men of the so-called cotton pool formed last February, charging them with a conspiracy in restraint of trade under sections 1 and 2 of the anti-trust law. These men are: James A. Patten, Chicago; Col. Robert M. Thompson of New York, silent partner in the firm of S. H. P. Pell & Co., cotton brokers at 43 Exchange place; Charles A. Kittle, who holds cotton exchange seat for that firm; Eugene B. Scales, cotton speculator of Houston, Tex.; Sydney J. Harman, a cotton speculator of Shreveport, La.; Morris H. Rothschild, speculator and mill owner in Mississippi; Frank B. Hayne and William P. Brown of the firm of W. P. Brown & Co., both cotton dealers of New Orleans. The gentlemen are indicted because, as alleged, they have been guilty of forestalling the cotton market after having secured the entire visible supply of raw cotton during a period of months and in this way obtaining the power to dictate the price to the consumer.



## OUR STORAGE BIN.

BY W. H. C. DODSON.\*

O, thou great colossal structure,  
 Monarch of the "Concrete Age,"  
 Towering skyward in thy grandeur  
 Well dost thou our thoughts engage;  
 Yea, we know of nothing like thee,  
 Mold of concrete, ribbed with rods,  
 Built compactly, thou canst even  
 In thy power defy the gods.

Starting well below the surface,  
 Grounded on imbedded rock,  
 Thou, a modern-sized "Gibraltar,"  
 Canst cyclones and tempests mock;  
 Though the lightnings play upon thee,  
 Thunders roll, and earth e'en quake,  
 Like the pyramids of Egypt,  
 Naught thy massive wall can shake.

And the purpose of this structure,  
 With its massive walls complete,  
 Built by "Ansted, Burk Company,"  
 For a storage bin for wheat;  
 And the many thousand bushels  
 This "Colossal Bin" will hold,  
 If bought right, will clear a fortune  
 When the grain is milled, or sold.

With a storage bin, and knowing  
 When to sell and how to buy,—  
 Buy when prices are the lowest,  
 Sell when prices upward fly,—  
 With some capital to back you,  
 'Tis an easy thing to win,  
 Buy and sell, when prices suit you—  
 For this purpose use your bin.

Hence we see the concrete structure,  
 This colossal bin complete;  
 When the price is right, then store her  
 Full of choicest golden wheat;  
 And there need be no misgivings  
 As to how the scheme will work;  
 We can safely leave all details  
 In the hands of Colonel Burk.

\*Suggested to the author, a resident of Springfield, O., by the rapid building of a concrete elevator in that city by The Macdonald Engineering Co. of Chicago for the Ansted & Burk Milling Co.

## COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

## DOING BUSINESS AGAIN.

*Editor American Elevator and Grain Trade:*—  
 I notice in your paper of June 15th that you say my elevator was struck by lightning and destroyed. It was struck, but it did not take fire and but very little damage was done. I have it repaired now and am ready for business again. Yours truly,  
 Erie, Kansas. R. A. BRAIK.

## WHEAT IN INDIANA.

*Editor American Elevator and Grain Trade:*—  
 The Hamell Milling Co., of Fremont, Ind., are building a 40,000-bushel elevator and engine room and installing a 125-horsepower boiler and a 100-horsepower engine.

Wheat in this section is looking good; I think we will have a good crop—about 87 per cent.

Yours truly,  
 Fremont, Ind. H. F. WOOLFE.

## WEIGHING AT EAST ST. LOUIS.

*Editor American Elevator and Grain Trade:*—  
 I beg to advise you that at a meeting of the Illinois Railroad and Warehouse Commissioners, held in the city of St. Louis, Mo., June 15th, the petition of the Illinois Grain Dealers' Association, which was filed with the Commission on February 8th, 1910, requesting that the Commission withdraw from weighing grain at East St. Louis and places contiguous thereto, was granted, and will be effective as soon as suitable arrangements can be made.

The petition of the Illinois Grain Dealers' Association, which was supported by a committee from the Merchants' Exchange of St. Louis, was to the effect that by the Commission weighing at those places and not anywhere else in the state they burdened the trade with an extra and unnecessary double fee for weighing at those places.

This plainly shows the benefit of combined and persistent effort in behalf of the trade, and while much credit is due the Merchants' Exchange of St. Louis for their active support, the pressure which was most effective with the Railroad and Warehouse Commission was the petition of the individ-

ual members of the Illinois Grain Dealers' Association by letters filed with the Commission by the Secretary of the Association.

Very truly yours,

ILLINOIS GRAIN DEALERS' ASSOCIATION,  
 Pontiac, Ill. S. W. Strong, Secretary.

## CLOSED ON SATURDAY AFTERNOON.

*Editor American Elevator and Grain Trade:*—  
 The Merchants' Warehouse Company, river front stores, Delaware Avenue and Chestnut Street; flour warehouse, Carpenter and Fifteenth Streets and Shackamaxon and Beach Streets above Second; hay warehouse, Chestnut and Thirty-first Streets, Kensington, and Front and Berks Streets, during July, August and September will close on Saturday at noon. These are operated by the Pennsylvania R. R. system. The Philadelphia and Reading and Baltimore and Ohio R. R. stores also close.

Yours truly,  
 Philadelphia. E. R. SIEWERS.

## SEED TESTS.

*Editor American Elevator and Grain Trade:*—  
 Thinking you would be interested in a corn germination test of three important states, we enclose results of the work done in our laboratory covering the past three weeks on samples obtained which are supposed to represent the average seed corn planted. We were particular to ask that no samples of ordinary shipping corn or fancy \$5 seed corn, planted by comparatively few, be furnished, requesting that pains be taken to secure samples representing selections by farmers from their best ears reserved for seeding.

As a matter of course we could not test every station in each of the states and those reporting are of fair average distance apart, covering each completely. Iowa and Nebraska were not included because it is generally known that their corn is inferior in germinating ability.

Particular attention is directed toward the percentage of strong vitality and absolutely dead grains.

Yours truly,  
 W. H. SMALL & CO., INC.  
 Per E. H. Young, Vice-Pres't.

Evansville, Ind., June 23.

[The results averaged as follows:

Illinois—27 station; germination (lowest at Orion 46%; highest at Monmouth, Olney and Pates, 100%), 83.74%; strong vitality, 69.03%; weak vitality, 12.03%; sign of growth, 2.66% (no showing at eight stations), dead, 16.26%.

Indiana—26 stations; germination (weakest at Monticello, 75%, and highest at Evansville, Greensburg and Troy, 100%), 90%; strong vitality, 72.46%; weak vitality, 14.78%; sign of growth, 2.75% (none at five points); dead, 10%.

Missouri—15 stations; germination (lowest at Kirksville where the entire sample was dead; highest at Holden, Doniphan, Butler and Fulton, 100%), 88.40%; strong vitality, 80.20%; weak vitality, 7.26%; sign of growth, 0.93%; dead, 11.60% (Chillicothe sample showing 79%).

## NEW ORLEANS CORN AND WEEVIL.

*Editor American Elevator and Grain Trade:*—  
 I am sending by today's mail a copy of the "Gulf States Farmer," containing an account of some corn I sent to the New Orleans Board of Trade for inspection.

Yours truly,  
 W. E. GLASSELL,  
 Pres. La. Corn Growers' Ass'n.

[The pith of the report on the corn (8 samples) by W. L. Richeson, chief inspector, is as follows:

While no one now disputes Louisiana's claim for raising corn, for she has shown where the proper seed selection and cultivation has been given to net the yield per acre equal to our great Northern and Western corn states, it has been claimed that the ravages of the corn weevil would prevent the farmer from holding this crop without suffering severe losses in weight and deterioration from the workings of this pest. It is true that the corn weevil is to be combatted in the South; yet Texas and Oklahoma have mastered this difficulty and Louisiana is but to show its farmers how. Many of our Northern Louisiana farmers have already overcome this; and to show this accomplishment the writer requested of Mr. W. E. Glassell, of Shreveport, La., to secure for him several ears as it run in the crib of last year's crop (1909) in his section (North Louisiana) for examination to determine to what

extent weevil had damaged corn stored in the crib from October, 1909, to April, 1910. This request brought forth eight different lots of corn on the ear taken from eight different cribs and grown by eight different parties.

This corn upon being received was shelled by hand, stripping every particle of corn from the cob, and upon examination was found to be in an excellent state of preservation, entirely free of weevil, sound and dry; in fact, of such fine quality and condition that it could not fail to suit the most fastidious trade.

That the readers of your valuable paper might know what is possible to accomplish in the way of raising corn in this state I have seen fit to subject these different lots of corn to the different departments of the U. S. Department of Agriculture for a most thorough analysis to ascertain per cent of moisture, soundness, sweetness and cleanliness for commercial and manufacturing value; germination test for seed value; protein, fat, etc., for feeding and manufacturing value, with the interesting and gratifying results shown.

The above leaves very little for me to say of the merits of this corn, for it can be seen that it is about perfect. It is regretted, however, that I have no like analysis to offer of Northern and Western corn to be used for comparison sake, for if such was the case it would easily be shown that this corn is fully equal if not superior to that grown in the great corn states.

The dryness of this corn (being sun dried) as shown by the low moisture content, which is the principal factor to insure the safe carrying of corn, makes it a most desirous article for export.

## SUMMARY OF JULY CROP REPORT.

The following tabulation is a summary for the United States of crop conditions on July 1, with comparisons, as estimated by the Bureau of Statistics of the United States Department of Agriculture.

Crops.	Condition July 1.		
	1910.	1909.	10-Yr. Av.
Corn .....	85.4	89.3	85.1
Winter wheat .....	81.5	82.4	81.3
Spring Wheat .....	61.6	92.7	87.1
All wheat .....	73.5	86.5	84.0
Oats .....	82.2	88.3	86.6
Barley .....	73.7	90.2	88.1
Rye .....	87.5	91.4	90.4
Flaxseed .....	65.0	95.1	91.1
Rice .....	86.3	90.7	89.4
Hay (all) .....	80.2	87.8	...
Hay, timothy .....	79.2	87.1	85.4
Hay, clover .....	82.8	83.8	84.6
Hay, alfalfa .....	84.5	91.4	*89.4
Hay, millet .....	75.2	90.0	*88.0
Kaffir corn .....	82.7	89.4	*87.4
Pastures .....	81.6	93.1	91.9
Beans (dry) .....	88.4	89.1	*89.6
Beans (lima) .....	87.7	89.1	...
Broom corn .....	83.9	86.8	*84.7
Hemp .....	86.7	94.0	*87.1
Hops .....	89.6	79.2	*86.6
Sorghum .....	85.3	87.0	88.6
Sugar cane .....	87.0	92.5	90.0
Sugar beets .....	89.3	90.4	88.0
Cotton .....	80.7	74.6	79.5

\*Four-year averages.

The acreage of the cultivated crops, so far estimated by the Bureau of Statistics, is about 4.2 per cent greater than last year.

The preliminary estimates of acreage in 1910 and the final estimates for 1909, for important crops, are as follows:

Crop.	1910.		1909.	
	1910.	1909.	1910.	1909.
Corn .....	114,083,000	108,771,000		
Winter wheat .....	29,044,000	28,330,000		
Spring wheat .....	19,742,000	18,393,000		
Oats .....	34,380,000	33,204,000		
Barley .....	7,057,000	7,011,000		
Flax .....	3,103,000	2,742,000		
Rice .....	717,000	720,000		

The office of the Globe Elevator Co. at Duluth was robbed of \$2,950 by thieves on June 28, the safe being opened by some one who knew the combination or was a safe expert.

The Roumanian government has had erected at the Black Sea port of Constantza large granaries of reinforced-concrete construction, each of which comprises 225 bins and can accommodate 35,000 tons of grain. All the conveying equipment for handling the grain inside the building as well as all the cleaning and sorting apparatus is driven by a number of large electric motors. An electric indicator-system allows of the supervision and control of the work of weighing. Outside the granary along the quays serving for loading the grain, there is an elaborate equipment of conveying gear with telescopic piping, for shooting the grain into the ships.



## ANNUAL BUSINESS MEETING OF THE WESTERN GRAIN DEALERS' ASSOCIATION.

The tenth annual meeting of the Western Grain Dealers' Association was held at Des Moines, Iowa, on July 13. There was not a very large attendance, due to the fact, in part, that all business was transacted during one day's session and conditions throughout the state are very satisfactory so as to seemingly not require the dealers attendance.

President J. A. Tiedeman of Sioux City, Iowa, called the morning session to order at 11 o'clock and read his annual address as follows:

Since we held our last annual meeting the business experience of most of the dealers has been quite varied. We have had conditions arise which were entirely new to the trade, and which in some cases have been exceedingly hard to meet. In former years we had car shortages, sometimes quite severe; but I do not think it is within the memory of the trade that we have had such a state of affairs as existed during the last winter and spring. Practically all the dealers bought something which they did not get; that is, they purchased *transportation* but did not get *delivery*; consequently the losses incurred through delays in transit have been severe and in some cases enormous.

To my mind the transportation companies have not the semblance of a reasonable excuse for these delays. If cars of grain were held out for a week, or possibly two weeks, longer than a reasonable time needed to deliver to destination, there might be some way for them to discover a reasonable excuse; but when they take six weeks, two or three months, and, in some cases, from four to five months for delivery, I cannot, for the life of me, see where they will have a leg to stand on. True, while very few, if any, of the claims for damages filed have been heard from or returned, it surely will be an interesting task to try to digest any excuses which might be offered.

On the other hand, it is entirely possible that the railroad companies will look at the matter in the right and honest way and pay these claims in full for delays in transit, and thus reimburse the dealers in part for the losses incurred through no fault of theirs.

It would be a very good idea for the railroad companies to make a reliable report of the repairs of cars and causes of delay in transit. There are too many cases of leaking cars being repaired in transit, and there is no means of discovering when it has been done, except when some good friend has noticed it and has advised you. I think it is highly essential that railroad companies should be required to furnish accurate reports to shippers, showing repair of cars in transit and also reports giving the causes for delays in transit; and I would strongly urge that this Association take some action with that object in view.

It would seem also as though this subject of increased rental charge for elevator sites were still with us and refuses to be downed. Complaints are frequently made that some railroad companies simply place a valuation to suit themselves upon their sites; make out the lease on a 50% basis of that valuation; hand it to the shipper; and tell him to sign. Sometimes the valuation is two to three times more than the land is worth, and the shipper is not even invited to have a little say as to what the rental should be, although he is one of the parties to the contract and also the one who furnishes the depot for the grain.

The matter of car load dockage is getting pretty well cleaned up; and at this time there is no market which indulges in this unjust practice. However, it would seem as though the members of one market to the south of us have not yet gotten their eyes open wide enough to see that this is an unjust, little and pernicious practice. They have taken the matter into the courts to see if they cannot continue to indulge in the pastime of taking some of the car contents, but it is to be hoped that the courts will look at it in the broad, honest way and thus forever put a stop to this polite form of taking what does not belong to them.

During the past year considerable has been accomplished on the delayed re-inspection questions. Several markets which formerly took an unlimited time for re-inspection have limited the time to a week or ten days. This is somewhat better; but it would seem as though these markets will have to broaden themselves still more and get up to the standard established by the bigger, broader and more progressive markets. A week or ten days after first inspection is entirely too long a time for the shipper to be responsible for the condition of the grain. Minneapolis last year passed a rule limiting the time for re-inspection on corn, but not for other grains.

Omaha modified their rule to allow eight days for re-inspection, which time surely is long enough for grain to get out of conditions if the buyer is disposed to want it so.

President Tiedeman then appointed the following committees:

Resolutions—J. A. King, Nevada; J. W. Radford, Chicago; E. A. Fields, Sioux City.

Nominations—L. Maack, Walcott; M. McFarlin, Des Moines; R. A. Fraser, Nevada.

### SECY.-TREAS.' REPORT.

Secretary-Treasurer Geo. A. Wells then read the association's financial statement showing affairs to be in the usual satisfactory condition.

Mr. Wells read resolutions adopted at the last annual meeting, together with an outline of the results worked out during the year, part of which has been before made public.

Secretary Wells followed with his annual report, as follows:

To the Members: This is the tenth anniversary of this Association and also of my service as Secretary. As you are probably aware, the work of this Association has been continually broadened in its scope and now includes several features that are in fact business propositions, and in order to successfully conduct the work along such broader lines, at the beginning of last year we adopted a plan of work that required considerable increase of our expense account, expecting that we could thereby increase our revenue sufficient to cover the increased expense by increasing our membership, and also the earnings of our scale inspection department.

We have secured the new membership anticipated but have lost membership in a manner that we did not anticipate. We have accomplished in part only what we anticipated in regard to the scale inspection, details of which is referred to later in this report.

It would seem that we are obliged to exercise about one-third of our energy and expend about one-third of our income in the work of maintaining our organization and of securing business that ought to come to us from our members voluntarily to a large extent. The members do not seem to appreciate the fact that such indifference indirectly means an expense to them. For example, two years ago our scale inspection work showed a deficit of about \$250. This year we have a gain in the account of about \$200, but the account is not charged with any of the office expense, postage, stationery, or other expenses of our traveling representative who has personally solicited and secured a considerable portion of our scale inspection applications during the past year, thus showing an increase on account of his work of upwards of \$500.

I believe that it is perfectly reasonable for me to say that no other grain dealers' association undertakes to cover the scope of work or maintain the general facilities for doing such extensive work as we do. I wish also to call your attention to the fact that the fees and dues in this Association are less than charged by other associations. Our charge for application fee being \$3 while other state associations charge \$5. Our annual dues are \$9, while other state associations are charging \$10 to \$12, and the National Association collects \$15 per annum.

Arbitration.—I notice that some of the associations report a considerable number of cases of arbitration. But I am pleased to say that we have had only one case of arbitration during the past year, and in that case both parties were non-members and in fact, outside of the jurisdiction of this Association, but we accepted the case on urgent invitation by them.

We do, however, have a few complaints of differences between buyers and sellers of which I do not make special record, these being adjusted privately and satisfactorily to the parties concerned by correspondence, by showing where the responsibility properly belongs by the precedents that we have established by previous arbitration or otherwise.

Such misunderstandings are usually the result of careless or incomplete contracts; and in this connection I wish to urge country grain dealers particularly to keep complete files of correspondence that may have any relation to contracts, also to make and keep on file copies of all letters written by them, and also a file of daily market letters giving quotations of values in the different markets in which business is transacted.

We are often put to considerable extra work and inconvenience when the matters submitted for adjustment and also freight claims are not complete in documentary evidence and in some cases do not include a brief setting forth of the facts in the case or the claim, and we desire to urge that when complaints or claims are filed with the Association that the complainant or claimant write a brief giving detailed statement of the case from his point of view.

Bureau of Information.—The general correspondence with several hundred members even though we never hear from many of them individually regarding different questions that arise in their business, is of considerable daily volume; in fact, your Secretary's desk is never clear of such work. These matters are always difficult and stubborn to deal with, and to make a showing that will be appreciated by the members, it requires considerable diligence on the part of your Secretary to keep himself informed to such an extent as to be able to render service along these lines.

The grain trade of Iowa is peculiarly situated, being surrounded by terminal markets, each market having its own peculiar conditions to deal with, thus necessitating more general information than if we were located tributary to only one or two terminal markets as is the case with some of the western states.

Crop Reports.—During the past year we have extended the work and scope of compiling crop reports by including the surplus grain producing states of the corn and winter wheat belt, and also by publishing in connection therewith, matters of general importance to our members with the idea of giving publicity to all questions relating to transportation and the terminal markets that affect in any way the interests of the members of this Association, taking the position that railroad companies

are common carriers and that terminal market grain exchanges are quasi public institutions, and that all rules and regulations promulgated by railroad companies and boards of trade are proper subjects for public discussion.

Legislation.—There was no session of the Iowa legislature the past year, and there has been practically no work done along this line except the use of our influence by having letters written by our members and also as an Association to the members of Congress in a few special matters, such as federal inspection, anti-option, bills of lading, and good roads. We are at the present time, however, doing everything possible to exercise an influence with the general assembly and City Council of St. Louis, urging the adoption of a bill relating to a reduction of the weighing fee on team tracks at St. Louis.

Freight Claims.—There have been a less number of refused freight claims filed with us this year than heretofore; in fact, at the present time my desk is nearly clear.

I have frequently inquired of our members by circular letter in regard to freight claims filed and am positively certain that the method of dealing with freight claims that was established by this Association a few years ago has resulted in establishing precedents with the claim departments of the different railroads that also become of valuable benefit to every grain shipper, whether member of this Association or not.

It is probably well understood by our members that this Association does not attempt to act as a collecting agency for the collection of freight claims, but that we do undertake to collect refused freight claims that we consider as having merit, and our experience along this line has been very successful, as we seldom fail to obtain settlement on claims that we accept for collection. We do, however, occasionally refuse to accept claims that we consider to be without legitimate reason.

Scale Inspection and Repairs.—During the past year we have inspected 800 scales, some of which were repaired by our expert, Mr. Nolan.

The total earnings of our scale inspection department for the year ending June 30, is \$2,898.60, and the expense of doing the work was \$2,700, giving a net gain of \$198.60. The expense includes salary of the expert, hotel and traveling expenses, transportation of test weights, drayage, repairs to boxes, etc., but this expense does not include anything for office work, postage, stationery nor the expense of our traveling representative who has secured a considerable portion of the applications for scale inspection by personal solicitation without which personal solicitation the scale inspection account would have shown a deficit.

We are put to much extra labor and expense that might be avoided if the members would fall in line and give us their annual applications voluntarily, and assume the responsibility of securing applications from other scale owners in the same town, thus saving us the expense of sending our representative to personally solicit these applications.

We practically give every scale owner in the state of Iowa an opportunity to have his scales inspected, and if necessary, repaired, once a year at about regular intervals, at a cost of about \$3.50 per scale, and in order to maintain this low cost we must have practically the annual patronage of each scale owner as suggested above.

I have no doubt that if the scale inspection work as conducted by this Association should be conducted by any other authority or organization, it would be considered considerable of a business undertaking, and in fact it requires considerable care and diligence on the part of your Secretary to work up the different scale inspection groups and secure revenue necessary to pay the expenses which you will note amount to about \$10 per day, and we must therefore, inspect about three scales every day to earn expenses. You will readily understand that when we make a station stop for one scale we are losing money as it costs upward of \$1 every time we ship the test weights, to say nothing of the time and expense of the expert.

Insurance.—The Western Grain Dealers' Mutual Fire Insurance Association, although incorporated separately from this Association, is in fact a department of it.

During the past year we have written over half a million dollars of insurance, and we now have about one million, one hundred thousand dollars of insurance in force, covering about five hundred (500) separate and unexposed risks.

The average cost of the insurance for the three years of our existence is about 62 1-2 per cent. of our basis rate and during the three year term we have passed through a period of exceedingly excessive fire losses, so that we have every reason to believe that our cost for the five year term may be somewhat less than we have experienced in the three-year term.

We now have all the clerical force and facilities necessary to handle a much larger volume of business without materially increasing the expense account, and if we could obtain a volume of business amounting to two-million (\$2,000,000) the saving on the expense ratio because of such increased volume would be upward of \$2 per thousand. We therefore urgently solicit your applications.

Membership and Income.—During the past year we have received 80 new members, but we have lost nearly that number, a considerable portion of which is represented by dealers who have sold their business, or become delinquent in the payment of dues and membership cancelled on that account. Besides quite a number of the new members are dealers who purchased the business of the members who have withdrawn.

It would seem that our membership, which is about 500 elevators, includes a large part of the most substantial independent dealers and firms operating small lines of elevators in the state.

There are about 1,200 active elevators in the state of Iowa; about 400 of these are operated by a few large line elevator companies that have not during the past five or six years given this Association their financial support.

There are now upwards of 200 farmers' elevators in the state, leaving about 100 elevators that would possibly become members of this Association. It will be readily understood, that with a membership of about 500 elevators now, as compared with 800 elevators five years ago,



our income has been materially reduced and, in fact, our deficit last year was about \$600.

It will, therefore, be necessary for us to add upward of 100 elevators to our membership or reduce the expense account to the basis of our present income, or increase the dues.

As a general proposition, association work does not thrive when handicapped by rigid economy; however, this is a matter for the members of this Association to decide.

**Elevator Construction.**—Being engaged in the business of insurance, this Association is directly concerned in reducing the hazardous conditions of elevator property to a minimum.

We have noticed with much concern, that a considerable number of the country elevators are becoming more or less dilapidated—the shingles in bad condition, the siding loose and the paint gone, thus giving the best possible chance for live sparks and cinders emitted by passing locomotives to ignite fire if lodged thereon.

Many Insurance companies are now discriminating against, and even refusing to write insurance on such elevator risks, and the fire loss ratio of the elevator property is certain to become greater if these elevator risks are to be thus neglected, and sooner or later, the elevator owners will be obliged to pay higher rates of insurance, whether insured with a mutual or old line company. In fact, in a few years considerable of the elevator property in this state will not be considered insurable by conservative insurance companies.

In constructing new elevators, the plan of building and material used should be carefully considered. Fire proof material should be used so far as possible, and the power-house detached from the elevator or drive way, thus obtaining the benefit of the lowest scheduled rate.

We feel the necessity of urging that more care be exercised; that the premises be swept and kept clean from the dirt inside and the dead grass and rubbish outside; that doors and windows, especially on track side of elevators be kept in good repair and entirely closed, so that sparks may not enter the building. We frequently have extremely dry spells of weather, when a spark from an engine will ignite fire almost wherever it may fall, and we urge that during such dry spells, that elevator owners make a casual examination about their property soon after each train has passed and see that no fires have been started about the premises.

**Scales.**—This Association has been inspecting and repairing scales for about five years, and we have noted by the daily inspectors' reports that we received and keep on file, much improvement in the general condition of scales throughout the state. We believe there is no question but that, as a direct result of our work, scale owners have become better informed of the necessity of what constitutes a perfect weighing condition in a scale, and of the necessity of having a first-class scale installed on a good concrete or stone foundation. With such a scale thus installed, being annually inspected at regular intervals by our expert, which only costs about \$3.50 per year, the scales will be continuously in good weighing condition.

The temporary causes that frequently occur to prevent perfect weighing are becoming better understood and disposed of by the scale owners than formerly, so that now we are seldom required to make a special trip to inspect or repair scales. In order to continue this work in a competent manner and keep the scales in continuous perfect weighing condition, we must have the regular annual patronage of all scale owners, otherwise we can not maintain the low basis of charges that we have established for doing this work.

**Keeping Accounts.**—We have had some very troublesome experience in settlement of fire losses, where the dealer neglected to keep accurate accounts of his business, and we desire to urge the members to become generally interested in adopting a system of accounts that will make it possible to compute the amount of grain on hand at time of loss, without the necessity of making estimates and guessing at it. We understand that a complete set of the necessary books to keep such records in a country elevator business can be purchased at a small cost from the Grain Dealers' Journal of Chicago, and they will be glad, I have no doubt, to submit a descriptive catalogue of such books.

**Buying Grain According to Grade.**—This is an old subject, but always pertinent to the grain business. I believe that some time, grain dealers are going to adopt a plan of meeting in different localities where they can conveniently get together at the beginning of the thrashing season, or as soon thereafter as representative samples of grain can be obtained, each dealer bring such representative samples for exhibition and examination in order to establish by grades and to inform themselves generally, of the run of the quality. The farmers who produce good grain should be paid according to the quality and the farmers who offer inferior quality of grain should receive a lower price.

**Storing Grain.**—Several years ago, the question of storing grain received considerable attention by this Association and the practice was largely discontinued; but I understand that in certain localities the dealers are again indulging in the custom of giving farmers almost unlimited free storage. This is not general, however; but it is most certainly a bad business proposition for the grain dealers.

**Written Purchase Contracts.**—We hear occasionally of a dealer having trouble to enforce verbal contract for purchase of grain from the farmers, and of some dealers who are "easy," and allow the farmers to default in their contracts. There is no reason whatever why the farmer should not be required to fill his contract for sale of grain as well as a man engaged in any other business. Each and every grain dealer should insist on having contracts completed by his patrons and this Association should go on record publicly at every opportunity as upholding such a principle.

**Transportation.**—I think that there is now no disposition on the part of the claim departments of most of the railroad companies to deny their liability for damage because of loss of grain in transit; but they do, however, attempt to place the burden on the shipper of showing that the grain was lost in transit, when the

fact is that under the common law the burden is upon the railroad company to show that the weights at shipping point or destination are incorrect, and failing to make such a showing the railroad company is liable for the loss as indicated by the weights thus submitted by the claimant.

Claims for damage involving questions that come within the jurisdiction of the Interstate Commerce Commission, namely, rates and discrimination must have accrued within two years immediately prior to the date upon which they are filed with the Commission, otherwise such claims are barred by the statute of limitations and will not be recognized by the Commission.

The question of damage because of loss in transit and delay in transit are not within the jurisdiction of the Interstate Commerce Commission, and I believe the statute of limitations provides a longer period in such cases. However, no claim should be allowed to remain in the hands of the claim department for two years, and, if necessary, court proceedings should begin before that length of time has elapsed.

The question of the liability of the railroad as a common carrier versus warehouseman, is not clearly settled. We have a case on hand at the present time where grain was stolen from car after being placed on the elevator track for unloading. The railroad company denies liability as a common carrier in this case. A legal opinion covering this question in part is as follows:

"The Courts are not agreed on the question as to when the responsibility of a railroad company as a common carrier ends and that of a warehouseman begins. The 'Massachusetts Doctrine,' is that the carrier's liability as insurer ends with the completion of the transit, the unloading of the goods from the cars, and their safe deposit upon the platform, or in the warehouse of the company. 'The New Hampshire Doctrine,' which is followed in New York, is that the carrier's liability as insurer continues after the arrival of the goods at their destination until the consignee has had a reasonable time in which to call for and remove his goods at the notice of their arrival, which the carrier is bound to give where practicable. As a practical question, however, the difference between the two kinds of responsibility is immaterial, as the railroad companies, through the agreements on their bills of lading, have practically limited their liability as carriers to cases of negligence, along and in some cases have successfully avoided even that responsibility.

"Your question as to liability in case of robbery occurring immediately after a car of grain is placed on the unloading track of the elevator company, would have to be decided upon all the facts in the particular case, such as the provisions of the bill of lading, ownership of the track and car, notice of arrival, and the usual course of business between the carrier and the consignee as to the receiving and unloading. These are not before us."

#### OFFICERS ELECTED.

L. Maack, chairman, and the report of the committee on nominations, as follows:

For president—I. L. Patton, Newton.

Vice president—Lee Lockwood, Des Moines.

Directors—P. J. Harvey, Gowrie; H. W. Van Dyke, Winfield; E. A. Fields, Sioux City; E. J. Skewis, Minneapolis; E. L. Erickson, Story City.

On motion the report was accepted and officers and directors were declared unanimously elected to the several offices named.

B. A. Lockwood of Des Moines made a short address in which he spoke of some of the things which he considered alarming to the trade. He mentioned the address of James J. Hill on "wheat" delivered before the mass convention of Millers' National Federation at Minneapolis in June, and the disclosures it made in lack of proper railroad facilities. Men like Mr. Hill had too large interests to look after, and this was one of the reasons why grain products were not handled with the proper facilities that should exist. The Interstate Commerce Commission should be a power respected by the railroads and I think it is our duty to constantly impress upon the railroads their duties in handling our products.

Bert Ball of the Bureau of Publicity, St. Louis Merchants' Exchange, said the Merchants' Exchange had introduced into the city council an ordinance providing for the control of team track weighing by the Exchange. It was practically assured that the ordinance would pass, when the Exchange would reduce the fee of 20 cents per team track load to a minimum. Arrangements had also been practically completed to discontinue state weighing at East St. Louis and place it in control of the Merchants' Exchange.

J. A. King: In connection with insurance, the principal thought is to put the building in the best condition to avoid risk from fire. One of the principal causes of fires has been sparks from engines. The railroad companies say that they cannot possibly prevent sparks from engines; that being true, it remains to make elevators fireproof. However, the sides of the elevator could be made of a cement coating. It is my opinion that the cement siding can be put on as economically as wood and painted.

A short discussion took place upon the question of free storage for farmers. P. F. Vorhes of Williams said it was the custom in his territory to give free storage and he could not avoid it. He would like to see the custom abolished.

B. A. Lockwood, Des Moines, said they did not give free storage at any of his elevators. He said it was only reasonable that farmers should pay for storage, and he did not think it would be difficult to demand and receive pay for this privilege.

J. A. Tiedeman said that in his part of the state conditions in this respect are as bad as could be. Two years ago they started to charge storage and kept it up, but their competitors gave free storage.

#### RESOLUTIONS.

J. A. King read the report of the committee on resolutions as follows:

##### CAR-LOAD DOCKAGE.

Whereas, All terminal grain exchanges except Kansas City, Missouri, have voluntarily abolished car-load dockage, and

Whereas, The state Supreme Court of the state of Missouri has decided that car-load dockage is illegal, and being authoritatively advised that the Kansas City Board of Trade have appealed to the higher courts in their efforts to retain the right to make an arbitrary deduction of one hundred pounds from each and every car-load of grain regardless of its condition or quality; therefore

Resolved, That this Association does hereby express the sentiment of its members as being positively opposed to car-load dockage and that the disposition of the Kansas City Board of Trade in this matter is entirely at variance with the custom and rules of other exchanges, is unlawful and unreasonable; and that the Secretary is hereby instructed to forward a copy of this resolution to the Secretary of the Kansas City Board of Trade.

##### DELAYED REINSPECTION.

Whereas, The custom and rules of certain terminal grain exchanges still permit buyers to call for reinspection after the car has been placed at the elevator for unloading, thus ignoring the original inspection, upon which inspection and sampling the grain was sold, by placing the burden upon the shipper for the responsibility for deterioration in quality that may occur in the delay in delivering the car from inspection track to the elevator, therefore,

Resolved, That the officers of this association be instructed to continue their efforts to the end that the original inspection shall be final, except to give a reasonable time for prompt resampling of the cars or in case of plugged cars.

##### WEIGHING CHARGES ON TEAM TRACKS AT ST. LOUIS.

Resolved, That we commend the efforts of the Merchants' Exchange of St. Louis in undertaking to secure the passage of a bill by the City Council and General Assembly of St. Louis, relating to a reduction of the weighing fees of team track weights; and we hereby tender our congratulations to the members of the Merchants' Exchange of St. Louis in having accomplished the passage of this bill in the lower house and further assistance that we may have the privilege of extending to them in this connection.

The Secretary is hereby instructed to mail a copy of this resolution to the Secretary of the Merchants' Exchange.

##### EXTENSION OF THE DAILY HOURS FOR TRADING IN FUTURES BY THE CHICAGO BOARD OF TRADE.

Resolved, That the Western Grain Dealers' Association does hereby express the sentiment of its members as being emphatically opposed to an extension of the daily hours for trading in futures on the Chicago Board of Trade, as proposed by some of its members.

##### LIMITING THE DAILY HOURS OF SELLING CONSIGNED GRAIN.

Whereas, We are advised that it is the rule of the Omaha Grain Exchange to limit the time of making sales of consigned grain between the hours of 11:00 a. m., and 12:30 noon, and that members of that Exchange are not permitted to make sales of such consigned grain at any other time.

Resolved, That the Western Grain Dealers' Association does hereby express the sentiment of its membership in opposition to this rule; that such a rule is unreasonably restrictive; and that the members of the Omaha Grain Exchange or any other exchange should be at liberty to make sales of consigned grain without any restrictions whatever as to time of making such sales.

##### COMMISSION MERCHANTS ACTING AS BOTH PRINCIPAL AND AGENT.

Resolved, That the Western Grain Dealers' Association does hereby express the sentiment of its membership as opposed to members of any grain exchange being permitted under their rules to act as both agent and principal in the same transaction.

##### BUYING TERMS OF "OR BETTER."

Whereas, We believe that the grain trade in general should adopt the plan of and promote the idea of buying grain on its merits at country station, terminal markets and elsewhere; therefore,

Resolved, That we are opposed to the use of the terms "Or Better" used by terminal market dealers in buying grain from country shippers.

##### CROP REPORTS.

Resolved, That the reliable and exhaustive crop reports issued by the Secretary are highly appreciated by the grain trade, and we urge that each member make prompt reply to all inquiries he may send them in regard to that work.



## SECRETARY WELLS.

We recognize the efficient service rendered by the officers of the Association, especially by Secretary Wells, and the especial efforts which have been made to care for the interests of the members and of the grain trade; and we hereby extend to them our sincere appreciation and gratification therefor.

## GOOD ROADS.

Whereas, We recognize the necessity and benefit of good roads to facilitate moving of farm products, Therefore, be it

Resolved, That we commend the movement looking toward good roads and pledge our support in the interest of the same.

## GRAIN EXCHANGES A NECESSITY.

(This resolution was a duplicate of the one adopted at the Illinois and Ohio meetings and by the members of the Grain Dealers' National Association.)

## RAILROAD EQUIPMENT.

Whereas, The prospect is for a large crop of grain in Iowa and adjoining states, it is imperative that sufficient equipment be provided for the movement of this grain to market; and

Whereas, The equipment of the railroads is deficient in volume and inferior in quality; therefore,

Resolved, That we urge upon all railroads the necessity of using all possible effort to plan their equipment in condition and capacity without delay, in order to enable them to handle the large business in grain that will begin in the near future.

## ON TRANSPORTATION.

Whereas, The excessive delays in transit of carloads of grain from Iowa, South Dakota, Nebraska and Minnesota during the several months from October, 1909, to May 1910, caused so many and such large losses that the prevention of a recurrence of such delays in transit is a matter of vital importance not only to the shippers of grain but also to the producers as well.

Instances are not uncommon of cars of grain being on the road two, three, and even four months between Iowa, South Dakota, Nebraska and Minnesota points and Chicago, Milwaukee, Peoria or St. Louis, and instances of cars of grain being in transit between these points during that time for a period of six weeks to three months were very frequent, and in fact but little if any of the grain shipped between October and February was transported with reasonable promptness.

We believe that such delays could have been avoided if the railroad companies had used reasonable precaution and diligence in providing the necessary equipment and keeping the same in proper physical condition, especially the motive power.

We further believe that such failure to provide the necessary motive power was because of absolute negligence and was in large part knowingly permitted with a view to curtail the cost of operating. We understand that the active heads of the several departments would have furnished reasonably good service if they had been provided by the directors with the necessary means to do so.

This neglect having caused such disastrous losses to the shippers it will be just and proper for the railroads to make full restitution for such losses and we stand firmly on the proposition to demand such restitution and to enforce the demand if necessary; therefore,

Resolved, That the board of directors of this Association be and are hereby instructed to proceed in such a manner as they may consider most expedient to enforce the collection of the valid claims against the railroad companies for damage incurred to the members because of delay in transit or loss in transit, and if necessary, that a special assessment of not to exceed \$2 per membership be made to defray the extra expense of court proceedings and so forth.

## LIMITATION OF COMMON LAW LIABILITY IN RAILROAD LEASES FOR ELEVATOR SITES.

Whereas, Railroad companies have adopted forms of railroad leases that arbitrarily provide for every possible condition favorable to themselves and without a single condition favorable to the owner of the elevator, except the privilege of occupying the premises (without even the privilege of a definite term), by providing at his own expense the elevator and warehouse facilities necessary for the purpose of accumulating carlots of grain and storing same, which is, to a large extent, done for the convenience of the railroad company, and that such leases also limit the common law liability of the railroad company by relieving them of any damage that may be done to the elevator property or warehouse property thus provided by the shipper, by fire or otherwise; and

Whereas, Railroad companies have now adopted a plan of charging rental for elevator sites that is equivalent to a full revenue earning basis on valuations that are in most cases excessive; therefore,

Resolved, That the board of directors of this Association be and are hereby instructed to proceed in such a manner as they may consider most expedient to obtain relief, if possible, from these arbitrary and unreasonable conditions in the elevator leases and rental charges by legislative enactment, the courts, State Board of Railroad Commissioners, Interstate Commerce Commission or otherwise.

The resolutions were adopted; whereupon the meeting was adjourned.

## THE ATTENDANCE.

The following terminal markets were represented: Peoria—C. C. Miles of P. B. & C. C. Miles; D. D. Hall of Tyng, Hall & Co.; B. E. Miles and A. L. Cox of Warren Commission Co.

Chicago—J. W. Radford of Pope & Eckhardt Co.; W. M. Christy with J. H. Dole & Co.; E. G. Cool with Philip H. Schiffin & Co.; W. M. Sylvester with T. E. Wells & Co.

St. Louis, Mo.—J. W. Townsend with Eaton, Mc-

Clellan Commission Co.; George C. Martin, Jr., Bert Ball, head of Department Bureau of Publicity, Merchants' Exchange; H. H. Savage.

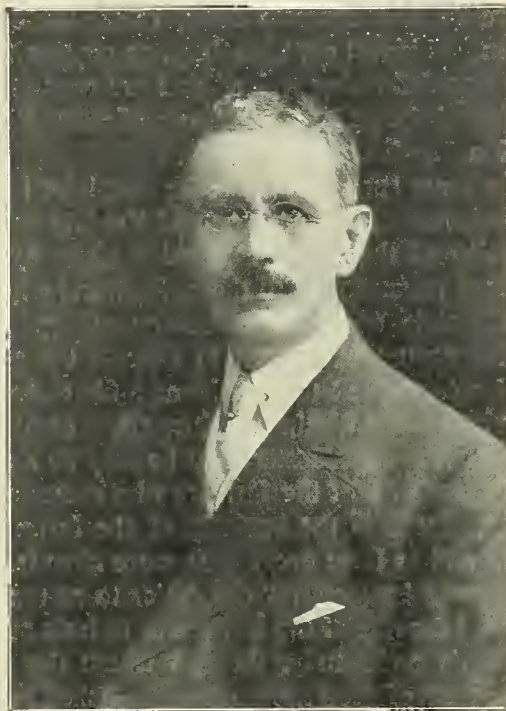
Kansas City, Mo.—E. R. Stripp.

Grain dealers inculcated J. A. Tiedeman, Sioux City; E. A. Miller, Lockwood; J. A. King, Nevada; R. L. Blackford, Oskaloosa; Henry Pickard, East Pleasant Plain; E. A. Fields, Sioux City; W. A. Wilkin, Albia; R. A. Fraser, Albia; W. F. Morgan, B. A. Lockwood, M. McFarlin, Des Moines; P. F. Vorhes, Williams; David Baird, McGregor; F. R. Johnson, Cumberland; I. L. Patton, Newton; L. Maack, Wolcott; Thos. Woof, Stewart; W. R. Bloom, Klemme; H. W. Van Dyke, Winfield; G. G. Bowen, Searsboro.

## ARTHUR R. SAWERS DEAD.

In the death of Arthur R. Sawers the Chicago Board of Trade has lost one of its most respected and consistent members and many persons in and out of the grain trade a dear friend and associate. A man of generous disposition, thoughtful and considerate, a business man of the highest integrity and ability in his chosen field of activity, Mr. Sawers was a man of many warm friends and faithful patrons, who deeply regret his too early passing.

Mr. Sawers died of chronic liver complaint (hardening) which was not relieved by a vacation of several



THE LATE ARTHUR R. SAWERS

eral weeks in California last winter, nor by a subsequent surgical operation that was relied upon as a last step to permanent relief. He died on June 22 and on the 24th the remains were buried from his late residence, the funeral being attended by many members of the Board, who were bound to him by strong ties of respect and affection. His surviving family consists of a widow, a son and a daughter.

Mr. Sawers had been connected with the grain trade for more than thirty years, having entered the office of William Timberlake at Lafayette, Ind., as a "boy" in 1879. He was associated with Mr. Timberlake for many years, both at Lafayette as well as at Cincinnati and at Chicago, when Mr. Timberlake removed to this city in about 1888. In 1893, however, Mr. Sawers connected himself with the Calumet Grain and Elevator Company, and later for a brief interval he managed the J. Rosenbaum Grain Company's interests at El Paso, Texas, and at Memphis, Tenn. Some five years ago he returned to Chicago and began business on his own account. He rapidly established a very desirable receiving business and also obtained a choice line of milling patrons who relied on him to a large extent for milling wheat. The business will be continued by the Sawers Grain Company, of which Harry T. Todds is president and general manager, Warren T. McCray of Kentland, Md., vice-president, and Wm. Simons, secretary-treasurer, all gentlemen well known in Chicago and to the grain trade generally as the Arthur R. Sawers "kind of folks." The office of the

company will be at Mr. Sawers' late office, 522 Postal Telegraph building.

The passing of Mr. Sawers will bring regret to those also who are directly interested in the management and work of the Grain Dealers' National Association, of the directory and executive committee of which he was for many years a valued and active member. He was always an enthusiast in association work, and as member of the constructive committees of the National and State associations of Indiana and Illinois, he has to his personal credit the permanent removal of some abuses in the trade and the establishment of trade rules and regulations and customs that will make the trade for all time his debtor for its uplift to higher levels of business methods.

## FACTS AND FIGURES

Corn clubs have now been organized in sixty counties of Texas. For the entire South the corn club membership is approximately 60,000.

Farmers in Shasta County, Calif., have been compelled, it is said, to resort to rockets and other fireworks to keep wild geese off their grain fields this season.

A car load of new Johnson grass was received at Dallas, Texas, on June 16. It brought \$10 to \$12 per ton in car load lots. A fine variety is being marketed.

S. E. Baker, a former well known member of the Chicago Board of Trade, was thrown from a horse in Idaho recently and died from his injuries. The funeral was held at Forest Home, Ill.

The grain men at Manitowoc, Wis., protest against the reappointment of the present city weighmaster on the ground that he has taken advantage of the letter of the city ordinance to appoint unnecessary weighers.

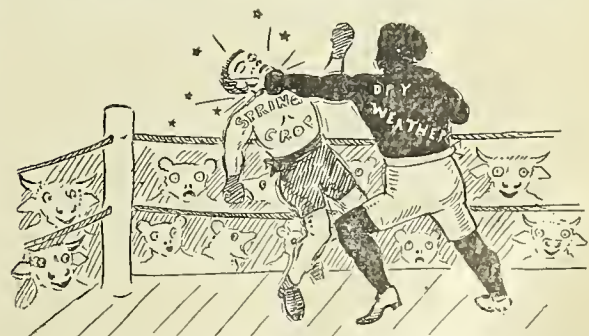
A consensus of opinion of Iowa dealers on the subject of lengthening trading hours on the Chicago Board of Trade, taken by Sec'y Wells shows that the project would be opposed as of no benefit and likely to be a disadvantage.

It may not be remembered by grain dealers that the port of Antwerp is, after Rotterdam, the most prominent center of the cereal trade in the world, as regards importation of grain, being indeed a good deal ahead of Hamburg, Liverpool or London.

A great reduction in the importation of American grain into Germany is predicted by members of the Berlin grain exchange, who declare that this year the German consumer is practically independent of the United States as a source of supply.

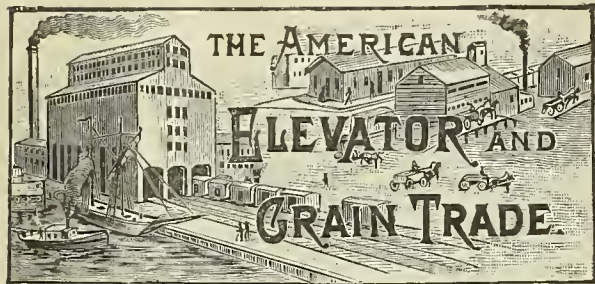
First cars of new wheat for 1910: Chicago, car red winter from Kansas City to Armour Grain Co. on June 29; Baltimore, a few lots of Maryland and Virginia on June 25 and 26; Wichita, 2 hard, June 25; Dallas, first new oats, June 9; Knoxville, Tenn., new wheat, June 26; Kansas City, June 22, hard winter from Pond Creek, Okla., sold at auction for \$1.04½ to Holdridge & Logan.

The Antwerp Chamber of Commerce, which has recently been discussing the introduction of pneumatic elevators for the discharge of cereals, and has lately sent a commission to see the working of elevators at other ports, has come to the conclusion that, instead of confining the scheme to the administration of the town, private enterprise should be allowed to introduce floating elevators.



WILL IT PROVE A KNOCKOUT?—Zahm &amp; Co.





Published on the Fifteenth of Each Month

BY

MITCHELL BROS. & CO.

OFFICE:

Manhattan Building, 315 Dearborn Street,  
CHICAGO, ILL.

HARLEY B. MITCHELL.....Editor  
A. J. MITCHELL.....Business Manager

Subscription Price, - - - \$1.00 per Year  
English and Foreign Subscription, - 1.75 " "

#### ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

#### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, JULY 15, 1910.

Official Paper of the Grain Dealers' National Association  
and of the Illinois Grain Dealers' Association.

#### DECENTRALIZING TRAFFIC.

Mr. Hill's address to the Millers' Federation convention in June was notable as a railroad man's carefully considered explanation for the grossly inadequate service rendered by railways whenever the business of the country is sufficiently large to crowd the roads to their capacity. The congestion then appears at the terminals which, says Mr. Hill, are wholly insufficient to enable the business to be handled promptly.

His only attempt to state a remedy is to suggest decentralization of traffic; in other words, the railways must now reverse their policy of building up great central markets, to which in the past they have contributed by their policy of favoring their terminals at the expense of other points in order to get the long haul, and endeavor to divert business to other points than where it now collects. Such a policy would have most happy results on the social life and political as well as economic fortunes of the people. Vast cities like the Greater New York and the Chicago of even to-day (to say nothing of the Chicago of twenty-five years hence) are not to be considered in any other light than national evils—a hundred cities of 20,000 each, scattered over the country, would bring comfort and political and physical health to more people than one city of two millions. But railroad policy in the past has favored the making of the latter rather than the upbuilding of many smaller communities.

Happily in the grain and milling industries the tendency to decentralization has been going on for some years; and the terminal congestion of which Mr. Hill and receivers, too, complain is due rather to the massing of other commodities than to that of grain and flour, both of which

are seeking easier outlets and both of which suffer because they are too often side-tracked to make room for the movement or non-movement of higher-class but less perishable a class of freight than grain.

#### THE OHIO MEETING.

Many Ohio grain dealers have a profound and justifiable belief that the work being performed at Wooster, and on farms in various parts of Ohio by the Wooster experts, will regenerate Ohio soils and elevate the character as such of Ohio farmers, if only their work can be brought to their attention in a practical way. Few farmers are students; that is to say, farmers are not a class, as a rule, who learn by reading, else the scores of good farm papers published in this country for a hundred years would have made all of them good farmers by now; they are like most other men in that they prefer to do their hard study by proxy. But most farmers nowadays are willing enough to learn, when applicative knowledge is handed them in more or less concrete form, ready made for them. This fact explains the great popularity of the "good farming trains" that are now an established factor of American agricultural education.

In some such way must be explained the prominence on the program of the late annual meeting of the Ohio Association given by the shrewd management to the agricultural experts of the state, no less than four appearing. The object cannot have been to educate the grain dealer *per se*, but to use him as a filter—to put him into tune with the activities going on at and radiating from Wooster, that he may be a constant reminder of the farmers who come to his office, that it is the business of the farmer to farm and to farm every year more abundantly. It is good business for the dealer to assume to himself the role of the teacher, or at least as the teacher's understudy, through whom the concrete facts of good farming as established by the experts at the stations may be brought to the attention of all farmers, so that the "lean years" that many economists see coming toward us may be made fat ones instead—to the dealer's profit in more bushels to handle.

#### CROP REPORTERS' GUESSES.

Sec'y Sandles of the Ohio State Board of Agriculture presents a novel view of the crop reporting puzzle. In the first place, he has, like Mr. Goodwin, no confidence in the state machinery for collecting crop statistics—farmers have little respect for state officials and tell the assessors in so many words, in answer to schedule queries, that "it's none of your business," or that "only the bulls and bears are benefited by the information"; and they won't answer correctly. On the other hand, said Mr. Sandles to the Ohio dealers, "crop reporters are optimistic" and the newspapers prefer that kind of reports.

Yet crop reports are the barometers of trade. Not the grain trade only insists on having them at frequent intervals; all business is influenced by them; and yet all "crop reports" are mere guesses at the truth, which can never be known until the harvested grain or other crops are measured. What value, then, have the numer-

ous reports that from April 1 to November 1 burden the press? Prof. Sandles quoted Prof. Hunt of Pennsylvania as saying—and this is the gist of the whole matter—that when a considerable number of men qualified to guess make crop estimates, an average of the whole number of estimates will be found to be substantially the truth. This is true in other things than in estimating a crop. Applying this principle to the compiling of a state report from the estimates of 1,200 to 1,500 local correspondents, Prof. Sandles feels certain that a state expert will be substantially an accurate gauge of the condition of a given crop at any given time from planting to harvest, although the estimate of a given individual, whether expert or not, standing alone, may be worthless.

#### SOUTHERN RECEIVERS.

Southern receivers have had a bad name as likely to turn down stuff that arrives on a falling market, using the plea of "not up to grade" as the available pretext; but many disinterested men who have examined some of the stuff sent South on contracts are amazed, not at the defaults, but that Southern receivers have been so patient. It is the North and West that have made the Southern pure feed and food laws so drastic in character; and to all appearances shippers to the Southeast in the future will have to be much more careful of the quality of corn and oats sent there if they expect to get pay for their grain or to keep out of the toils of the pure food and feed commissioners. Then Southern receivers will come into their own to be recognized as on the average as honorable dealers, perhaps, as may be found north of the Ohio River.

#### THE BILL OF LADING.

The Bankers' Association's bill of lading bill has passed the House and next winter may be expected to receive concurrent action by the Senate, as there seems no opposition to it in that body, the objections of the carriers themselves having been overborne and largely withdrawn. The bill provides:

First, for defining what shall be an order bill of lading; these provisions being essentially the same as laid down by the Interstate Commerce Commission in its order prescribing the uniform bill of lading of June 27, 1908. The conditions and provisions of the bill of lading as recommended by the Commission are contained on the back of these order bills of lading, and are identically the same as applied to a straight bill of lading.

The second provision is, that where a bill of lading has been issued by a carrier, where the goods have not been received in whole or in part, or where the goods have been delivered and the bill of lading has not been surrendered, the carrier is estopped as against a bona fide holder in good faith, or transferee in good faith, in denying the receipt of the goods or that the bill of lading is outstanding. That is the substantial section of the bill.

The next provision is that an order bill of lading must be surrendered when the goods are delivered, and if not done the carrier shall be liable for any damages which may ensue.

The last provision is that any alteration of the bill of lading shall be void and that the bill shall be enforceable according to its original tenor.

These provisions are in the law in many states now, either under common law or under the State statutes.

In other words, the bill makes the railroad company by whose agent a bill of lading has



been issued responsible to the consignee for the face of the bill, and protects him in effect by guaranteeing the shipment of the identical goods called for by the bill. It will prevent, therefore, the familiar B/L frauds of the past by making it necessary for the issuing agent to personally know that the goods described have in fact been loaded and shipped; and will give a value to bills of lading such as they never before have had except by courtesy and the leniency of the banks in their estimate of them as commercial paper.

The gross frauds recently practiced on British bankers by manipulators of export cotton bills no doubt hastened the passage of an act that originally was called for by a sort of epidemic of frauds committed by grain men, the most flagrant of which still remain unpunished.

#### BUSINESS HABITS IN BUSINESS.

Mr. Pollock at the Ohio meeting was distinctively the type of the contented man "on the job." He has a small house; it takes him a year to run a hundred thousand bushels through it. But he is making money when and where other men are complaining that there is no money to be made. But Mr. Pollock, as may be seen by the very inadequate report of his address at Cedar Point, conducts his business on principle and with precision. He leaves nothing to chance. He knows every night just where he stands—how much stock he has on hand and just what and where every car of stuff unsold is. He buys right and sells when he has a profit in sight.

Mr. Pollock doesn't seem to be afflicted with the "get-rich-quick" habit, but he is making money faster perhaps than many who are trying to "rush things." Franklin's "Poor Richard" maxims are not much in evidence in the business world of to-day, that blazes in the newspapers; but many men like Mr. Pollock are making money in the grain business in small houses in small towns who seem to admire "Poor Richard" and cultivate business habits in their business whatever its magnitude.

#### NEW DEAL AT NEW ORLEANS.

The men of New Orleans, members of the Board of Trade and the carriers interested in that port, have inaugurated a "new deal" that will be satisfactory to Northern and Western shippers to this Gulf outlet. As before noted in these columns, the "dockage" that hitherto obtained there—a rule that gave a hundred pounds, more or less, per car, of the shipper's grain to some one who had no right to it—has been abolished; the weighing has been taken out of the hands of the elevator operators (the railroads) and is now superintended and vouched for by W. L. Richeson, chief inspector and weigher, who has reorganized the entire system on lines approved by the most exacting requirements by shippers' representatives and by the practice at the best equipped and best managed weighing departments in the country; and the carriers "pay the freight,"—that is to say, the charges to the shipper are what the service is worth and no more, and is not based on the necessity of making the system pay its own way by levies on the traffic in proportion.

This reorganized service is now in force and

effect; and as the New Orleans elevators are strictly public houses, with every facility for handling, cleaning and conditioning grain, the service there in the future will no doubt be everything that any reasonable shipper can ask or expect.

#### WAS IT UNEARNED?

A popular July editorial has been one holding our familiar friend, Mr. James W. Patten, up to the world as a pattern of the useless man—the parasite who has not as yet excused his business existence and success. The St. Louis Star expressed the popular press view by remarking that, "It would be difficult for him to show that he has added a cent to the world's wealth," etc.

Perhaps not so hard as the Star imagines. The Star itself may be startled by the thought that Mr. Patten has been quite as much a producer, directly, as the writer quoted—perhaps more of one. Men like him of the Star forget sometimes that the production of wealth does not mean the creation of material things but the changing of their form *and their place*—changing the form or the relations of matter so that it becomes better able to satisfy human wants. The man who transports Dakota wheat to the mill or to Liverpool is a producer who gives increased utility to that grain by changing its location; and it would be, one may imagine, difficult for the Star man to demonstrate in any analysis of the process of producing grain that the service of the farmer was any more productive than that of the railway carrier or that of the capitalist, like Mr. Patten, who found a place where that wheat would find its greatest utility and value and placed it there, dividing the profit of that increased utility with the farmer in greater proportion per bushel than went to himself. This is the function of the grain exchange and of the members thereof; and he who would consider either as parasitic has not yet fully analyzed the processes of production.

Mr. Patten doubtless made more money as a grain merchant than he did as a speculator. The latter phase of his career was incidental rather than fundamental, and while it added nothing to his reputation and probably not much to his fortune, not all the cheap and badly digested denunciation of him as a speculator by the press can disguise the truth that Mr. Patten has performed a service to the world as a grain merchant that has been greater than some other men could have performed or they would have distanced him in the race for the rewards men pay to those who serve them best.

#### REVERENCE FOR CONTRACTS.

The address by Sec'y Courcier at Cedar Point is as timely as it is conservative in its treatment of a delicate but live question in the trade. It is going further than Mr. Courcier goes to say that a very considerable number of men doing shipping and receiving business in grain have very little regard any more for the sanctity of their contracts—they live up to their terms only when doing so means a profit; they arbitrarily repudiate them when to live up to the terms means a loss. That the number of these men is increasing disproportionately can hardly be gainsaid, when the cash grain men of at

least three great markets, like Chicago, St. Louis and Kansas City, find it necessary to make it a part of their contracts for cash grain that the parties thereto shall have the right and privilege of calling margin penalties to protect themselves against defaults, an entirely recent factor in the cash grain business. This is not a pleasant thing to say; it does not comport with the boasted high-mindedness of the typical American business man of the books; but because it is an unfortunate fact, many blameless men are put to much serious inconvenience.

#### THE HAY CROP.

If hay were a speculative commodity, it is morally certain that the known damage to that crop, which has already started prices already high on the upward run, would keep the country more widely awake nights with worry than does the shrinkage in the expected yield of spring wheat. Consider. The hay crop of 1909, at December 1 was valued at \$689,345,000, against \$730,046,000 for wheat and only \$408,174,000 for oats. Hay not only maintains the toiling domestic animals, but it enters largely into the output of milk, butter, cheese, poultry, etc. Hay is the Cinderella of the farm because the big exchanges buy and sell no hay futures. But hay cannot be ignored; its economic influence is too tremendous; and after the talent have discounted in advance the shrinkage of the wheat yield, they may turn to the surer fate of hay this year and perhaps sell the family horse and get a joy-wagon as the less expensive "animal" to feed.

#### PAYS TO HAMMER.

The virtue of hammering on a single idea by a man who has a valuable and pertinent idea is being demonstrated by Prof. Hopkins of the University of Illinois, who has already made himself famous in the West as an intelligent conservator of the soil. His idea is pretty well known to our readers and to grain men in Illinois, and it is hoped will be further understood before his paper now running in these columns is concluded. But greater than all the other immediate effects of his campaign of education, he seems to have enlightened and converted to his idea that august agricultural body, the Department of Agriculture, which hitherto, through its Bureau of Soils, had been preaching in season and out the pernicious and palpably erroneous doctrine that soils do not wear out. On July 3 the Department, somewhat to the surprise of many, published a Farmers' Bulletin by W. J. Spillman, in which the Department, for the first time, expressed concern about the exhaustion of the soil of the Nation. In both the West as well as the "effete East," the bulletin says, the fertility of the soil is beginning to wane. This is a "famous victory" for Prof. Hopkins, as will be seen further along in his paper, where he exposes the Department's record on the subject. Prof. Spillman, it may here be added, sees the dangerous condition to be one of the results of the system of short-term farm leases, made for the purpose of growing grain without reference to a well-proportioned rotation and the raising of stock. This system must be set aside for one that shall enable the renter himself to reap the reward of intelligent farm management.



## EDITORIAL MENTION

July is the harvest month—both for wheat and the crop experts.

Spring wheat may be shy, but oh, you oats and corn, the latter next the largest acreage on record.

Three great trade meetings are yet to come:—the Hay Convention at Cedar Point in August, the Council of Exchanges at New York in September, and the National Association at Chicago in October.

Another farmer now appreciates the wisdom of the Society of Equity's "hold your wheat" policy. He lives in California, and religiously held on to \$2.05 wheat until it tumbled to \$1.35, and then he sold.

"The railroad scare has passed by, and Wall Street now sees how foolish it was," says the head-writer of the Press. One would think so after the action of the Commerce Commission on the advanced rates schedules.

An Oriental liner landed at Portland the other day with 2,500,000 grain bags for the Inland Empire wheat growers, who will contribute to Uncle Sam some \$200,000 in duty on the lot, to say nothing of the original cost of the sacks.

The Scott bill to prohibit trading in cotton for future delivery, except when actual delivery of cotton actually in hand is "contemplated," has passed the house—a political catch-penny thrown out by professional agitators of exploded clap-trap. It will, of course, die in the Senate.

The Western Union Telegraph Co. has demonstrated the "ease and dispatch" with which the bucket-shop can be put out of business by shutting off quotations. Now that, under pressure, the Western Union has discovered that it is not legally bound to deliver stolen goods entrusted to its care, the bucket-shop quotation has about reached its solution—and quietus.

An Indiana elevator man stored last winter about 30,000 bushels of corn in certain of his elevators, and was greatly surprised, early in June, to find it had been damaged by heating. He said the corn was mature and dry when it was placed in the elevators, and he cannot understand why it should heat. Perhaps he's the kind of grain dealer who "doesn't have time to read the trade papers."

The indictment of the W. Union Tel. Co. at Washington for complicity in bucket-shopping has suddenly converted the management of the company to the doctrine they had hitherto firmly denied, that they had no right to refuse to accept any man's business. And when on July 7 the company decided to cut out the quotations to the bucket-shoppers, the business of the latter collapsed like a punctured balloon. President Clowry explains: "We never specially looked into the business of our subscribers until that matter was specifically brought up,"—

an explanation that under the circumstances is clear enough.

"The cost of two battleships would pay for four good experiment stations and a section of land for each, not only in one state, but in every state of the Union," says the Ohio Board of Agriculture; but there wouldn't be so much waste of money or so gorgeous a display of brass-buttoned "patriots" at the stations.

During the past 30 days no less than 25,000 bus. of German rye have been imported—for the first time in the recollection of the oldest New York merchants. The price was below American, even with the duty added. Is this another sign pointing to the passing of the American grain exporter and the advent of the importer?

A test of the longevity of vitality in seed is reported from Wichita. The story is told by the Eagle that one Edward Drake 28 years ago put aside half a gallon of extra fine wheat and kept it sealed until last spring. Some of it was sown in a box and it grew. Like the war news, it is "important if the story is true" in all its details.

The "elevation allowance," recently legally justified by the U. S. courts, after many enquiries by the Commerce Commission, is again to be made the subject of a Commission hearing at Philadelphia. The history of the case is given by a special correspondent elsewhere; but so far as appears from that statement the case presents no features that are conspicuously different from the other "allowance" cases thrashed out in the West—all to no purpose, be it remembered, however much the situation may be annoying to many Philadelphians.

It is again brought to our attention that the farmer in business on his own account is prone to change his attitude toward the common things of the business world. A few years ago generally (and still the anachronism holds good in the Cooperative Journal) all "line companies" were inventions of the Evil One—trusts in restraint of trade—octopi with suckers and the like; yet at Faribault, Minn., a "union" was the other day proposed of the farmers' elevators at nine or ten towns in that neighborhood to be managed by one general manager "after the manner of many line companies." My! how fast we do learn the ways of the wicked once we get into town!

A Wichita paper says certain elevator interests in Oklahoma are trying to force a rule on the local Board to compel its members to buy wheat on Oklahoma only of regular houses and to cut out bids to the farmers' companies. The rule is not likely to go through. It would be an anachronism, in the first place, and subversive of the very nature and purpose of an exchange, which is to finish an open market; and if adopted, that would be sufficient warrant for the authorities to call in the Board's charter and put it out of business. A regular track buyer of grain is not required to bid any particular class of shippers, and for obvious reasons all conservative and careful commission men avoid the business of unidentified scoop-shovelers (who are likely to be numerous in Oklahoma

this season, with its big crop); but that is a different matter than trying to drive out of business any class of regularly established and responsible grain shippers.

One can hardly consider patiently the linking together, by the Department of Justice, as kindred, or similar, institutions, of the Chicago Board of Trade and the Elgin Butter Board as subjects of enquiry under the Sherman anti-trust act. Stump buncombe is always to be expected of the 2x4 politician; but for a business administration to talk of making a "test case" of the Elgin butter boss as a precedent for proceeding against the Board of Trade as a "trust in restraint of trade" gives one an uneasy sensation at the pit of his stomach, as if he had swallowed something disagreeable.

There is a decided difference of expert opinion as to the quality of yellow berry wheat in Kansas, one of the best millers in the state declaring that he makes the very highest grade of hard winter wheat flour of it and uses thousands of bushels of it because he must or get no wheat at all; while another "admitted" on cross-examination in the bleaching trial, that it was inferior wheat and made inferior flour. Which only goes to show, as did the entire bleacher trial, that "expert" testimony on any mooted question is about as reliable as the southwest wind, and as valuable as a row of ciphers ahead of a \$.

The reawakening of interest in corn as a crop for New England farms has been the natural sequence of high-priced Western corn. When, as Prof. Hurd of the Massachusetts Agricultural College says, Western corn could be placed in New England feeders' hands for 30c a bushel, or in that neighborhood, there was little reason why the New England farmer should tease his stoney and reluctant soil to grow corn; but for nearly or quite ten years corn has commanded 70 to 90c in Massachusetts against an estimated cost of production, shelled, of 30 to 45c. This leaves a handsome profit; and as corn is now considered a desirable factor in the rotation, it is reasonable to expect that the corn show at Worcester next November will show that something has been doing in native corn in New England this season.

It was somewhat of a shock to see the way the Millers' National Federation showered bouquets on the railroads in the resolutions adopted at Minneapolis, and one is not surprised now to see there are post-prandial protests by some millers that this particular resolution was "railroaded." It is not natural for shippers of any class to endorse a movement to lift rates, even if it be a fact that the freight does not come out of their own pockets in the long run. Shrewd business men know well enough that any increase in the cost of doing business or in the cost of commodities actually reduces the total amount of business done or of goods consumed, whether they as individuals are sensible of the fact or not; and naturally the business man who is dependent on public patronage wants as free trade and as low a level of profitable prices as possible. Moreover, under the circumstances, considering the rotten service the railroads have been giving the public, and will



continue to give the public so long as terminals remain congested (*vide* "Jim" Hill's speech at Minneapolis), it certainly takes assurance for the railroads to ask either for better rates or "music and flowers,"—at least until an improved service justifies even a simple treat, like "a beer," for instance.

After the experience of Kentucky tobacco growers with the Society of Equity folly of trying to corner the market and force high prices by scarcity, one would think the end had been seen there of such nonsense. But we are told that a "hold-your-wheat" campaign has begun in Hardin County and is spreading through the state.

Louis A. Cella, who has managed to get very rich by running a gambling house, otherwise called a bucket-shop, or a "commission company," or something of that sort, set up as his defense in New York the other day, "You're another" to Harry Robbins of the Chicago Board; but if we remember rightly, the plea of *tu quoque* doesn't go any more, where the court is worldly wise enough to see through a hole in the fence.

Manitoba having launched into the state-owned elevator, Saskatchewan is quite likely to follow the lead. And why not? The testimony shows that the farmer-owned houses are all losing money; what more natural than that the farmers, who begrudge paying a regular grain buyer a modest profit for marketing his grain, should go the limit and demand that "the state"—all the people—should be taxed to pay the expense of marketing the stuff for him?

Philadelphia has furnished another case illustrative of the unhappy habit of procrastination by American courts. It seems that one Chas. H. Moran, a notorious character, pleaded guilty in the U. S. Court, on July 9, to an indictment charging use of the mails with intent to defraud. Sentence was, however, deferred until September, the court remarking that as the indictment was returned in only 1903 (seven years ago) he wanted more time to investigate the matter. Moran was head of the Eastern Grain Company, of Philadelphia, which is alleged to have swindled many persons through the mails.

The farmers sometimes, now they are in business on their own account as companies, feel the pinch of laws made at their instance to suit their own views of the proprieties of things without much reference to the way they hit other people. For instance, at a recent meeting of the Bird Island Farmers' Elevator Co. a resolution was passed urging a change in the state law regulating the manner of obtaining cars for shipping grain. The present Minnesota law allows each elevator to be served in turn with any number of farmers, regardless of the amount of business done; and the resolution favored a change so that the elevator doing the most business would be allowed the most cars. The elevator in question probably is now doing the largest business at the station, and wants to "hog" the cars, as once, as individuals, the farmers wanted to do the same thing. A better way would be to apportion cars in proportion to the

business done. Another Minnesota crowd of farmer elevator people would go further and have their general manager fix all prices and look over the books for different concerns—to see that they "tote fair," for example, and do not try to put it over on their next door neighbor?

Dairy and Food Commissioner Barney, of Iowa, has pointed out the necessity of making the seed law of that state conform to common sense and natural law. "If the seed law," he said recently, "had been enforced," there would be this year no corn crop to speak of, grown from commercial seed, for the reason that the law requires seed corn to reach 94 per cent by germinating test, and hardly 10 per cent of the corn offered for sale as seed in the state would reach the standard. The commissioner, appreciating the gravity of the situation, winked at technical violations of the law as the wiser part; but the law should be amended to meet the actual facts and not a theoretical condition.

The rescinding of the rule authorizing trading in indemnities at Chicago has resulted in the abolition of privilege trading in practically all the grain markets of the country; and the trade thus faces the coming of a new crop that must be handled without the insurance that indemnities afforded. Undoubtedly privilege trading was an advantage; but no one doubts that business can be done without that convenience; and so long as the prejudices of the public, however unrighteously, were aroused by the continuance of the practice and the prejudice threatened the stability of the legal status of the exchanges otherwise, they have been wise in prohibiting such trading until it shall be again made legal, as it should be.

The last word has not yet been said on the seed corn question, it appears. For example, a certain seed man in northern Iowa selected with great care some 500 bushels of the finest he could secure and stored it in the latest approved fashion in a building specially adapted to such a purpose; but as seed it turned out badly. Why? He thinks because "along toward spring" he washed his harness with warm water in the same building and ruined his seed with moisture. Another Iowa farmer kept a choice lot of corn out all winter in the field, where it was covered with snow and ice. But when corn planting time came he had a fine stand of volunteer corn in his oat field. Still another Iowa man found on test that only 50 per cent of his seed corn germinated. He planted it just the same and got an 80 per cent stand. So, there, you seed experts; it's up to you to explain.

It sounds, on this side the border, like a paradox to call it a crime to "raise the lower to the higher grades of wheat to the detriment of exporters and consumers," although the practice may "contribute largely to the gains of the elevators"—"ill-gotten" the Montreal Trade Bulletin calls them. Indeed, it is difficult to see why such a practice is not a benefit to exporters and consumers alike, no matter who makes the profit. But the Bulletin laboriously endeavors to demonstrate that the government must take over the great terminal elevators, or their super-

vision, because, says the Bulletin, "where traders themselves have the management of elevators it is a great temptation to raise the lower to the higher grades of Manitoba wheat in order to secure larger profits. The present elevator system needs a thorough overhauling, and the government should see that it is done, through the Commissioner of Elevators, who up to the present has done his best to bring about the much needed reform."

The South is drawing the lines closer and closer about grain shipped into that section, which the trade seeking an outlet in that direction will do well to make note of. The interior Southern buyer was always a hard trader; he will certainly be no less severe in his criticism of grain when supported, as the Georgia buyer is, by Pure Food Inspector Methvin's recent warning to grain merchants, to wit:

No merchant should buy corn unless he makes the seller guarantee that it will measure up to the standard and will come within the provisions of the pure food law. We are constantly receiving letters from persons saying they have bought corn and that after delivery it is found to be damaged, and they wish to know what to do about it. The only recourse in that case is for this department to see that the seller is prosecuted, and if the merchant wishes to get his money back, he will have to sue in the courts. Every merchant buying corn should require the seller to give him a guarantee, and then if the shipment is misrepresented he will have something tangible on which to sue for recovery.

The new carload minimums are open to the same objection today that were raised against them a year or two ago, when an increase was contemplated, to-wit, that the increase is not called for or justified by any law of trade, and that they are sharply opposed to the interests of the small dealer. If it were a mere question of the movement of grain—transporting a vast bulk piecemeal—from one place to another place, there could be no objection. But this is not the fact. Grain in this country, as even railroad men themselves now tell us, is no longer an export proposition—the movement of grain from point of origin through a Chicago public elevator to the seaboard for export; but it is a domestic proposition almost entirely. That means the distribution of an infinite number of cars of grain from the surplus states to consumers in other states, or from surplus counties to other feeding counties; and that spells, of course, many carloads of varying size moved to buyers of all sorts and conditions, large and small—men who can handle in their trade 500 bus. only at a time and those who can take several thousand bushels at a time. It is right and needful that the railways furnish cars of sizes to meet these men's requirements; and any change endorsed by the Commerce Commission that raises the limit on the small man is simply one way of legally driving him out of business as an independent operator and of turning his trade over to his bigger and richer rival and making of the man himself a hireling instead of an independent, self-respecting merchant. The increased minimums, therefore, are a commercial blunder quite in keeping with past railway policy of driving as many independent proprietors out of business as possible in order to concentrate all business in a few hands, thus making it easier and cheaper for the carriers to handle the freight of the country.



## TRADE NOTES

The June "Graphite," published by the Joseph Dixon Crucible Co. of Jersey City, N. J., contains an unusually large number of interesting articles for power users.

Catalog No. 31C just issued by the Jeffrey Manufacturing Co. of Columbus, Ohio, shows the Jeffrey Pulverizers and Crushers. The catalog is profusely illustrated and is published in similar form to Catalog D81 which is devoted exclusively to their well known lines of grain handling and conveying machinery.

The Monarch Engineering Co. of Buffalo, N. Y., has just completed a 375,000 bushel steel tank storage elevator for storing flax seed for the new oil mill that Spencer Kellogg & Son are building at Edgewater, N. J. There are three tanks of 125,550 bushels each, 50 feet 2 inches in diameter and 80 feet high.

Sprout, Waldron & Co., of Muncy, Pa., are constructing a new office building on the site of the old office, which they had long since outgrown. The new building is 110 feet by 40 feet and two stories high with basement. The first floor will be devoted to the general offices and private offices for the company's officers. On the second floor will be the drafting rooms, bolting cloth rooms and directors' room.

The Invincible Grain Cleaner Co. of Silver Creek, N. Y., has received recently some unusually large orders for grain cleaning machines. The Pillsbury Flour Mills Co., Ltd., of Minneapolis, Minn., has just installed twelve of the largest sized 20th Century Milling Separators for their new Pillsbury A fireproof elevator and the Western Canada Flour Mills Co., Ltd., has ordered 10 of the same sized machines for their new cleaning warehouse at Winnipeg, Canada.

A little daughter came to the home of Mr. and Mrs. Scott Ford Evans of 1219 Portland Ave., Minneapolis, Minn., June 22, 1910. Mr. Evans is well known as a member of the grain elevator building firm of Moulton & Evans, with offices in the Corn Exchange Building, Minneapolis. The little daughter, Eleanor, will never be an elevator builder, it's true, but she certainly will manage her father and maybe, later, a grain elevator building business.

At the Charter Gas Engine Co.'s plant at Sterling, Ill., an old oak floor which was laid over forty years ago was torn up recently to be replaced by a concrete flooring. What makes it all the more remarkable is the fact that this part of the floor is at a point where there is a great deal of trucking and moving of fly-wheels and other heavy castings. Yet the forty-year old oak was in most places as good or better than could be bought in the open market today—another index of the good material that was used in "old times." It was only the superior advantages of concrete over a timber floor which led to the replacement.

James Stewart & Co., Chicago, has experienced such an increase in the volume of their business as to necessitate doubling the office space which they occupied in the Fisher Building. They will presently have one-half the eighteenth floor, the drafting room alone being 38x28 feet and accommodating twenty-four, their present number of draftsmen. In their general office they now employ about twelve men. Somewhat of the volume of business which they have on hand may be learned from the fact that they have now \$30,000,000 of contracts under construction. This includes five grain elevators ranging in capacity from 300,000 to 3,500,000 bushels, other large work consists of 56 miles of New York State Barge Canals; 350 miles of New York State Roads; 7 miles of New York City concrete aqueduct; docks of the Baltimore & Ohio railroad at Lorain, Ohio; blast furnaces and docks and equipment for Susquehanna Railroad at Buffalo, N. Y.; the largest dry docks on the lakes at Port Arthur, Ont., for the American Ship Building Co. At the present time the company has fourteen branch offices in the principal cities of the United States. The head offices are located at New York

City, the Chicago office being the grain elevator building department of which W. R. Sinks is manager and R. H. Folwell, engineer.

The following Foreign Trade opportunities of interest to the grain trade are taken from recent Consular and Trade Reports:

No. 5079. Agricultural and forest seeds.—An American consular officer in Germany reports that an importer of agricultural and forest seeds, who has already imported seeds from the United States, desires to make other connections, looking especially to the importation of American forest seeds of both the coniferous and deciduous varieties. He states that there is quite an opportunity in that country for these seeds and desires American producers to send him catalogues and price lists.

No. 5073. Demand for alfalfa. The owner and operator of a number of public carriages in a Mexican city advises an American consular officer that he desires to get in touch with dealers in alfalfa. He states that he buys on an average 50 tons per month in 100-ton lots, that is, purchases two months' supply at once. It costs him generally \$25 gold per ton f. o. b. certain city. The consular officer states that alfalfa ordinarily sells for from \$25 to \$35 per metric ton of 2,000 kilos. Correspondence should be directed to the individual in Spanish.

Those interested in the above propositions can obtain full information on the same by applying to the Bureau of Manufactures, Washington, D. C., referring to the file numbers given.

The present rate of insurance upon alfalfa meal mills being almost prohibitive, except in the very best constructed plants has caused the Williams Patent Crusher & Pulverized Co., of St. Louis, Mo.,

## AN INTERESTING TEST OF SCALE.

Automatic scales are now performing such an important part in the work of shipping and receiving grain that information as to how they are being made more and more proof against accident will, we are sure, be of interest to many readers.

In the past it was found that almost all automatic scales, irrespective of make, would stick and stop during damp weather, or when handling wet grain, owing to rust of the pins or bearings on which, for example, the feed control gate or weigh-hopper door turns. It will be readily seen that should the feed gate of an automatic scale stick through rust or dirt clogging the spindle on which it swings, and so prevent this from closing properly, inaccurate weighings would inevitably result.

It will be seen also that should the hopper door, or discharge gate of an automatic scale, remain open because of rust of the spindle on which it swings, the operation of the scale would be stopped and the grain from the leg would back up in the elevator spout and, if not immediately detected, would choke the leg and cause all manner of trouble. The spindles, or rods, on which the feed gate of the average automatic scale works are made of steel and of course are subject to rust. This difficulty has been foreseen for a long time by the makers of the Richardson Scale, and the parts which are liable to be affected by rust in the Richardson Scale are made of phosphor bronze.

A very interesting experiment was recently con-



RICHARDSON SCALES UNDER SNOW.

U S. A., to make exhaustive investigations along this line. They now inform the public that they are now patenting a complete metallic system of handling alfalfa meal from the mill to the sack, whereby every square inch of surface which the meal comes in contact with, is enclosed in metal cases, no wood or cloth being used in the system. It is absolutely all metal, so that should a spark be occasioned from iron getting into the goods, it will be drowned and smothered in the process of passing from the mill to the sack. They have long had this system under consideration and same has been tried to the extent that they now feel justified in patenting same, and before doing so, have had the patent offices of the world searched to ascertain the state of the art, previous to filing application. In their research they have found absolutely nothing in the way of getting broad claims upon this system of handling alfalfa and other meals, and when same is ready for market, the public will be apprised of the facts and will be notified by intelligent cuts of the process from start to finish. This company has always been ahead with its machinery and proposes to remain so, and claims to have the only commercial and practical alfalfa meal system known to the trade. They will also place upon the market a new system of producing meal upon their mill, which system is also being patented, and it is one in which a granular meal will be produced, and fine meal or flour will be reduced to a minimum. All machines they now have upon the market, the cylinders of which can be changed to this new system of making granular meal, will be known as their "Cycle Cylinder System."

cluded to determine whether the Richardson Scale was entirely immune from the effect of rust, etc. Two scales of latest pattern, fitted with these bronze pins were in the month of December last placed outside the company's factory at Passaic, N. J., and left there exposed to all the elements for three whole months. Rain, hail, sleet, snow, ice and sunshine all beat down upon them. The picture, which was made from a photograph, shows the two machines covered with snow as they appeared during December and January. At the conclusion of this open-air treatment, the two machines were taken in and each tested without being touched with a wiper or a drop of oil or being subjected to any helpful influence or adjustment of any kind. The grain was fed to them by an elevator and both machines worked without a hitch, thus conclusively proving that the Richardson Scale is impervious to the usual detrimental effects of exposure to the elements.

As will readily be seen, this is a much harsher test than any scale in an elevator would actually be subjected, to and we are sure that it will be of interest to our readers to know that the Richardson Automatic Scale, which is said to be the most widely used machine of its kind in the world, can be relied upon, despite the effects of outside influences such as rust, etc.

The Richardson Scale Company report large orders for their shipping and receiving scales of all sizes, and that the demand for these scales already this season has been greater than ever before, thereby testifying to the satisfaction which the Richardson product is giving to its many users.



MILL OWNERS MUTUAL FIRE INS. CO.

Following is the 70th semi-annual statement of the Mill Owners' Mutual Fire Insurance Company of Iowa, dated July 1, 1910, by J. T. Sharp, secretary, Des Moines, Iowa:

RECEIPTS.	
Premiums and Assessments.....	\$ 108,223.12
Interest, etc.....	12,400.95
Mortgage Loans .....	44,775.00
Cash in Bank July 1, 1910.....	47,698.93
	\$213,098.00
DISBURSEMENTS.	
Losses .....	\$ 78,872.14
Premiums Returned .....	25,084.30
Expenses .....	17,310.68
Mortgage Loans .....	38,000.00
Cash in Bank July 1, 1910.....	53,830.88
	\$213,098.00
ASSETS.	
Farm Loans (first mortgage).....	\$ 294,197.10
Interest Accrued (not due).....	5,316.01
Premiums and Assessments in course of collection .....	7,917.89
Cash in Bank July 1, 1910.....	53,830.88
	\$361,261.88
LIABILITIES.	
Guarantee Deposits (face value).....	\$ 165,551.50
Losses Reported (estimated).....	7,465.24
Losses Resisted .....	4,464.47
	\$177,481.21
INSURANCE.	
In Force .....	\$10,711,070.00
Deposit Notes (face value).....	1,604,345.08
Receipts—	
Premiums and Assessments.....	\$ 2,477,217.19
Interest, etc.....	119,490.49
	\$2,596,707.68
Disbursements—	
Losses .....	\$ 1,625,557.27
Premiums Returned .....	213,004.21
Expenses .....	410,118.22
Mortgage Loans .....	294,197.10
Cash in Bank July 1, 1910.....	53,830.88
	\$2,596,707.68

The losses and expenses of this company have averaged a trifle less than 50 per cent of one annual premium for over thirty-five years, which is equivalent to an annual dividend of more than 50 per cent. The company has business in nearly every state in the Union and in the Dominion of Canada, and will furnish any information to those interested in reducing the cost of their insurance.

EXPORTS AND IMPORTS.

The following is a statement of the exports and imports of various cereals, seeds, etc., for the month of May, 1910, and for the eleven months ending with May, 1910, as reported by the Bureau of Statistics, Department of Commerce and Labor (quantities only unless otherwise stated):

ARTICLES.	MAY, 1910		ELEVEN MONTHS, ENDING MAY	
	1909	1910	1909	1910
<b>Exports—</b>				
Barley, bu.....	38,215	34,610	6,534,915	4,203,647
Buckwheat, bu.....	30,270	3,118	178,268	158,155
Corn, bu.....	1,109,994	2,131,062	35,167,932	34,805,341
Corn Meal, bbls.....	23,222	27,858	414,470	302,721
Oats, bu.....	32,555	334,067	1,487,967	1,505,780
Oatmeal, lbs.....	466,968	639,260	14,436,795	15,066,945
Rye, bu.....	13		1,264,824	219,756
Rye Flour, bbls.....	246	574	3,336	3,585
Wheat, bu.....	2,319,138	2,486,775	66,218,931	46,054,340
Wheat Flour, bbls.....	528,492	553,159	10,063,907	8,543,502
Bran, Millfeed, etc., tons.....	3,221	5,867	41,716	49,587
Dried Grains, etc. tons.....	6,954	6,298	56,677	56,633
Malt, bu.....	15,612	8,704	154,773	133,102
Oil Cake and Oil-Cake Meal:—				
Corn, lbs.....	4,286,371	2,938,371	49,282,622	42,329,780
Flaxseed or Linseed lbs.....	34,244,125	50,094,079	652,886,708	592,380,396
Rice, lbs.....	101,914	2,496,590	1,494,434	5,981,409
Rice Bran, Meal, etc., lbs.....		146,480	18,851,138	19,579,509
Clover Seed, lbs.....	158,585	80,651	6,868,336	16,091,478
Flax Seed, bu.....	36	74	882,877	65,192
Timothy Seed, lbs.....	687,285	617,736	23,093,465	27,009,599
Other Grass Seed, val.....	\$19,703	\$8,271	\$457,257	\$593,273
Beans, etc., bu.....	17,273	15,927	272,312	341,856
<b>Imports—</b>				
Oats, bu.....	1,117,158	38,297	6,425,193	921,911
Wheat, bu.....	5,793	659	39,632	42,935
Wheat Flour, bbls.....	15,686	14,385	76,384	128,005
Rice, lbs.....	9,402,182	6,154,944	78,210,413	76,713,551
Rice, Bran, Meal, etc., lbs.....	11,931,843	13,828,261	116,309,441	128,869,318
Castor Beans, bu.....		53,576		676,248
Clover Seed, lbs.....	583,731	326,018	12,997,454	12,959,504
Flax Seed, bu.....	289,770	1,167,093	342,422	4,315,929
Beans, etc., bu.....	489,775	40,010	2,976,478	961,444

There was a wheat blockade at Montreal on June 29, with grain steadily flowing in from the West. The elevators here were full, and there was little export, so that the situation was serious for the grain carriers of the lakes. There were ten lying at the elevator, with no space to unload, and some had been there for almost a week. Each day meant a loss of about \$200, and more carriers were arriving daily.

RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain etc., at leading receiving and shipping points in the United States for the month of June, 1910:

BALTIMORE—Reported by James B. Hessong, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1910	1909	1910	1909
Wheat, bushels.....	198,642	42,596	133,480	
Corn, bushels.....	302,503	253,339	38,346	7,088
Oats, bushels.....	251,304	182,338	80	230
Barley, bushels.....	2,484	3,659		
Rye, bushels.....		2,740		
Timothy Seed, lbs.....		1,762		
Clover Seed, lbs.....		503		
Hay, tons.....	3,395	4,790	1,136	1,574
Flour, barrels.....	120,644	120,644	40,534	17,575

BOSTON—Reported by James A. McKibben, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1910	1909	1910	1909
Flour, barrels.....	128,601	105,942	22,184	15,125
Wheat, bushels.....	147,423	189,914	182,437	228,761
Corn, bushels.....	103,231	152,198	85,386	23,164
Oats, bushels.....	292,876	319,430	26,250	
Rye, bushels.....	2,333	3,672		7,735
Barley, bushels.....		6,924	24,937	
Flaxseed, bushels.....				
Peas, bushels.....	4,100	1,967	1,200	
Millfeed, tons.....	1,659	3,767	530	16
Corn Meal, barrels.....	1,202	605	258	105
Oat Meal, cases.....	18,840	10,030	8,054	13,076
Oat Meal, sacks.....	8,745	11,287	1,675	8,700
Hay, tons.....	10,100	12,030	415	349

CHICAGO—Reported by George F. Stone, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1910	1909	1910	1909
Wheat, bushels.....	492,500	97,200	2,042,400	2,384,154
Corn, bushels.....	8,583,600	8,558,950	6,950,450	7,730,138
Oats, bushels.....	6,511,500	7,475,300	6,843,200	6,637,813
Barley, bushels.....	1,705,700	1,984,000	522,900	711,993
Rye, bushels.....	109,000	76,000	18,200	72,270
Timothy Seed, lbs.....	768,900	1,516,570	1,083,600	159,800
Clover Seed, lbs.....	1,600	72,754	53,000	
Other Grass Seeds, lbs.....	417,800	880,500	812,600	950,136
Flax Seed, bushels.....	37,000	21,200	12,000	642
Broom Corn, lbs.....	804,400	369,210	413,950	252,471
Hay, tons.....	22,307	27,135	3,031	1,265
Flour, barrels.....	555,126	542,837	519,376	541,911

CINCINNATI—Reported by C. B. Murray, Superintendent of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1910	1909	1910	1909
Wheat, bushels.....	196,658	218,610	201,256	216,102
Corn, bushels.....	876,466	685,596	805,274	381,642
Oats, bushels.....	468,692	307,334	320,233	147,766
Barley, bushels.....	35,000		16	60
Rye, bushels.....	29,778	12,038	3,000	5,018
Malt, bushels.....	127,510	126,668	28,520	30,300
Timothy Seed, bgs.....	342	45	1,249	1,209
Clover Seed, bgs.....	1,122	498	1,250	1,094
Other Grass Seed, bgs.....	7,372	7,016	9,748	8,657
Hay, tons.....	14,369	14,586	12,686	11,605
Flour, bbls.....	83,407	89,272	54,607	57,478

DETROIT—Reported by F. W. Waring, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1910	1909	1910	1909
Wheat, bushels.....	195,761	139,507	6,098	1,094
Corn, bushels.....	179,796	137,727	87,196	56,731
Oats, bushels.....	190,339	166,816	1,817	49,402
Barley, bushels.....	11,181	5,639		680
Rye, bushels.....	21,583	18,536		1,476
Flour, barrels.....	20,751	17,740	20,425	25,903

DULUTH—Reported by Chas. F. MacDonald, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1910	1909	1910	1909
Wheat, bushels.....	983,305	262,871	1,751,018	2,615,331
Corn, bushels.....	323,737	284,668	239,286	181,227
Oats, bushels.....	856,495	197,012	985,381	460,462
Barley, bushels.....	1,146,484	193,164	1,365,230	217,069
Rye, bushels.....	28,181	9,011	86,165	12,306
Flax Seed, bushels.....	57,491	104,940	162,544	571,686
Flour, bbls.....	481,555	480,750	431,895	569,670
Flour, bbls., Production.....	44,815	43,495		

GALVESTON—Reported by C. McD. Robinson, Chief Inspector of the Cotton Exchange and Board of Trade.

Articles	Receipts		Shipments	
	1910	1909	1910	1909
Wheat, bushels.....				
Corn, bushels.....				

KANSAS CITY, MO. — Reported by E. D. Bigelow, Secretary of Board of Trade.

Articles	Receipts		Shipments	
	1910	1909	1910	1909
Wheat, bushels.....	1,235,000	408,100	999,900	302,500
Corn, bushels.....	1,416,800	903,200	1,792,850	800,400
Oats, bushels.....	192,000	441,000	292,500	358,500
Barley, bushels.....	9,900	7,700	5,500	15,400
Rye, bushels.....	1,100	2,200	1,100	
Bran, bushels.....	880	760	7,680	4,920
Flax Seed, bushels.....				
Hay, tons.....	15,108	11,760	4,164	1,848
Flour, barrels.....	8,750	10,250	149,500	107,000

MILWAUKEE—Reported by H. A. Plumb, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1910	1909	1910	1909
Wheat, bushels.....	355,955	472,231	159,836	51,600
Corn, bushels.....	727,890	650,900	638,323	277,988
Oats, bushels.....	685,100	970,500	497,752	479,218
Barley, bushels.....	742,700	400,400	172,533	247,282
Rye, bushels.....	44,880	52,000	33,291	29,019
Flax Seed, bushels.....	3,600	2,400		
Hay, tons.....	2,398	3,288	100	55
Flour, bbls.....	253,285	225,575	268,203	261,673

MINNEAPOLIS—Reported by E. S. Hughes, Asst. Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1910	1909	1910	1909
Wheat, bushels.....	5,191,450	4,276,980	1,884,160	2,316,500
Corn, bushels.....	689,310	722,190	729,250	519,700
Oats, bushels.....	88,177	819,500	983,240	866,910
Barley, bushels.....	1,203,700	1,201,690	1,351,170	972,400
Rye, bushels.....	65,180	88,170	85,040	32,540
Flax Seed, bushels.....	159,420	239,220	88,650	28,580
Hay, tons.....	1,990	2,770	310	290
Flour, bbls.....	20,838	16,350	1,274,055	1,098,505

MONTREAL, QUEBEC, CANADA—Reported by George Hadrill, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1910	1909	1910	1909
Wheat, bushels.....	3,081,952	3,245,209	3,422,442	3,868,518
Corn, bushels.....	361,365	39,985	251,060	93,163
Oats, bushels.....	1,285,631	622,636	1,180,572	41,428
Barley, bushels.....	242,391	229,630	114,580	186,478
Rye, bushels.....		9,620		16,597
Flax Seed, bushels.....	71,300	89,975	20,221	
Flour, bbls.....	138,093	158,328	198,093	261,208

NEW YORK—Reported by H. Heinzer, Statistician of the Produce Exchange.

Articles	Receipts		Shipments	
	1910	1909	1910	1909
Wheat, bushels.....	490,900		397,895	
Corn, bushels.....	304,525		164,502	
Oats, bushels.....	1,993,850		166,307	
Barley, bushels.....	60,600		61,600	
Rye, bushels.....	49,050			
Timothy Seed, lbs.....	2,793 bgs		3,162 bgs	
Clover Seed, lbs.....			304	
Flax Seed, bushels.....	361,500			
Hay, tons.....	27,457		2,873 bl's	
Flour, bbls.....	588,367		199,818	

NEW ORLEANS—Reported by H. S. Herring, Secretary of the Board of Trade.

Wheat, bushels.....	10,000	5,000	10,014	1,000
Corn, bushels.....	1,215,000	231,000	440,200	59,110
Oats, bushels.....	92,000	79,200	2,418	1,170
Hay, tons.....	2,220	1,410	357	120
Flour, bbls.....	50,250	32,765	44,498	23,900



# ELEVATOR AND GRAIN NEWS

## ILLINOIS.

Kleiss & Gilles plan to improve their elevator at Pesotum, Ill.

The Sunset Mills will erect a new elevator at Carmi, White county, Ill.

J. A. Taylor has sold his elevator at Emington, Ill., to G. C. Tjardse.

R. W. Noble has installed a No. 24 "Western" Pitless Sheller at Bethany, Ill.

A 5,000-bushel elevator to cost \$25,000 will soon be erected at Mount Carmel, Ill.

Peter Kruse has installed one No. 33 Gyrating Cleaner in his elevator at Ficklin, Ill.

David Shantz, a farmer living near Cullom, Ill., is erecting a double crib and elevator.

T. J. Heald has purchased the elevator and grain business of Durning Bros. at Aledo, Ill.

The Downs, Ill., Grain Co. is repairing its elevator at Ford Woods, McLean County, Ill.

The Hawthorne Elevator at Colfax, Ill., has been purchased by John R. Williams of Colfax.

George Carolus of Sterling, Ill., has leased and will manage the St. John Elevator in Utica, Ill.

Farmers have purchased the elevator at Cooper Station on the Santa Fe railroad near Eureka, Ill.

The concrete foundation for the new elevator of the Webb Grain Co. at Weldon, Ill., has been laid.

The Wayne Bros. Grain Co. of Delavan, Ill., has increased its capital stock from \$24,000 to \$36,000.

Farmers recently held a meeting south of Pekin, Ill., for the purpose of sounding sentiment for an elevator.

Dr. F. W. Kee of Sheldon, Ill., has purchased a one-half interest in the Hutchins Elevator at Iroquois, Ill.

The elevator which has been in course of erection for the Davis Bros., at Sullivan, Ill., has been completed.

William T. Pierce and Homer H. Hamilton have purchased the elevator of Bartlett, Patten Co., at Gifford, Ill.

C. Schumacher's Sons, Altamont, Ill., have installed a No. 25 "Western" Pitless Sheller and two sets of chain feeders.

The Oneida Elevator Co. has purchased ground in Oneida, Ill., which may serve as a site for an elevator in the future.

The grain firm of H. G. Porter & Co. is building a new elevator at Combs Switch, Piatt County, Ill., to replace the old one.

Machinery for the elevator of Calhoun & Curry at Pisgah, Ill., has been furnished by the Union Iron Works of Decatur, Ill.

The Union Iron Works of Decatur, Ill., has furnished machinery for remodeling the house of Twist Bros. at Kincaid, Ill.

The Minier Grain Company has contracted for an elevator to cost \$3,650 at Mindale, Ill. The structure will have a capacity of 12,000 bushels.

T. D. Hanson of Villa Grove, Ill., has installed a No. 34 "Western" Gyrating Cleaner, manufactured by the Union Iron Works of Decatur, Ill.

The Berry & Breckenridge Farmers' Grain Co., which recently increased its capital from \$5,000 to \$13,000, will erect an elevator in Rochester, Ill.

Alexander Hilman, who has been employed at the Corbett Elevator in Millersville, Christian County, Ill., for the last five years, has purchased the property.

Construction work has commenced on the new elevator of the Farmers' Milling & Grain Co., to replace the structure in Mattoon, Ill., that was destroyed by fire several months ago.

Twist Bros. of Willey, Christian County, Ill., have installed one No. 14 Western Warehouse Sheller, one No. 34 "Western" Gyrating Cleaner and machinery for elevator complete.

The Chatham Elevator Co. of Chatham, Ill., has installed a No. 23 "Western" Pitless Sheller, one No. 32 "Western" Gyrating Cleaner and machinery for remodeling elevator, all furnished by the Union Iron Works of Decatur, Ill.

Secretary S. W. Strong of the Illinois Grain Dealers' Association reports the following recent changes among grain dealers of Illinois: Mathias Tex sold elevator at Velma; Alex Hillman succeeds M. R. Corbett, Millersville; Russell S. Brown succeeds George A. Brown & Son, Brighton; George W. Cole & Co., succeed George W. Cole, Bushnell; George W. Cole & Co. succeed George W. Cole, Bardolph; Colchester Milling Co., Colchester; Selby Grain Co. succeeds M. L. & A. E. Selby, Golden; George W. Cole & Co. succeed George W. Cole, Adair; Bader & Co. (mail Vermont) succeed Buckley, Pursley & Co., Table Grove; Frank J. Davis Grain Co., Inc., succeeds S. A. Hayward, Menert;

F. C. Cahill succeeds Walters Bros., Rosamond; Rich & Light succeed W. E. Rich, Kankakee; National Elevator Co. succeeds H. G. Epps and M. Jennings, Metcalf; National Elevator Co. succeeds H. G. Epps, Garnes and Cherry Point; National Elevator Co. succeeds H. J. Epps at Jessie (Hildreth Postoffice); Hayes Bros. succeed National Elevator Co., Galesville; Selby Grain Co. succeeds M. & A. E. Selby at Blacks, Chatton and Bowen; Samuel & East succeed Willis Samuel at Milmine.

## OHIO, INDIANA AND MICHIGAN.

The Jay Grain Co. has completed its new elevator at Elwood, Ind.

The Niles Grain Co. is erecting an elevator at South Bend, Ind.

A grain elevator will soon be erected at Dialton, Clark County, Ohio.

Construction work will soon be commenced on an elevator at Bippus, Ind.

A. N. Richards of Chicago, Ohio, has installed a "Western" Mill Sheller.

Improvements are being made on the Bergin Elevator in St. Johns, Mich.

J. Keller & Co. will erect an elevator in Kendallville, Ind., in the near future.

Mont Martin has disposed of his elevator at Wabash, Ind., to Leesburg men.

A. J. H. Renshaw of Terre Haute, Ind., has installed a "Western" Mill Sheller.

E. F. Hanson of Wauseon, Ohio, has installed a No. 24 "Western" Pitless Sheller.

The new elevator at Sweeters, Ind., has been completed and is now in operation.

Earl Ogle of Freeland Park, Ind., has purchased an elevator at Moran, Clinton county, Ind.

The improvements on the G. H. Anderson Elevator at Seymour, Ind., have been completed.

The Starz Bros., of Fowler, Ind., have purchased the Chase Elevator at that place for \$20,000.

Garrett & Schnarf of Griffin, Ind., are erecting a large elevator at Sandauser, Posey County, Ind.

John L. Barr has purchased the Strong Elevator in Mansfield, Ohio, and will make improvements.

Construction work has commenced on the new elevator for Henry Steinbrenner at Stewartsville, Ind.

The Acme Grain Co., of Wabash, Ind., has taken over the Sandalia Elevator at North Manchester, Ind.

Charles Wolohan of Birch Run, Mich., has purchased the elevator of A. M. Roeller in Midland, Mich.

The big elevator for Studebaker Bros. at Roseburg, Grant county, Ind., has been completed and the machinery installed.

Sandlin & Gano of Max, Ind., have purchased a No. 6 "Western" Pitless Sheller from the Union Iron Works of Decatur, Ill.

The Farmers' Educational & Co-operative Union have let the contract for the erection of an elevator to cost \$10,000 at Wheatland, Ind.

The Harrington Grain Co., of Otterbein, Ind., has been incorporated with \$40,000 capital by Timothy, Cornelius and Daniel E. Harrington.

Claude B. Ellis of Hartford City, Ind., has installed a "Western" Mill Sheller, manufactured by the Union Iron Works of Decatur, Ill.

It is understood that an elevator will soon be erected at Carsonville, Mich., by the interests back of the Farmers' Elevator at Sandusky, Mich.

Lingeman, Adams & Co., of Brownsburg, Ind., have purchased a No. 14 "Western" Warehouse Sheller from the Union Iron Works of Decatur, Ill.

The Montpelier Mill Co., of Montpelier, Ind., has purchased an overhead wagon dump, one "Western" Chain Feeder and other machinery for remodeling elevator.

C. E. Paxson will erect an elevator and feed mill in the near future in Elkhart, Ind. He will establish a general grain-purchasing and grain-storing business.

The Desher Grain Co., of Toledo, Ohio, has been incorporated with \$10,000 capital by J. W. Young, E. L. Camp, E. E. Davis, E. F. Evans and K. D. Kieholtz.

The Fletcher Grain Co., of Fletcher, Ohio, has been incorporated with \$10,000 capital by C. N. Adlard, E. F. Adlard, W. H. Parsinger, B. C. Caywodo and A. F. Donnelly.

Cement walls are being built under part of the Breisch & Co., Elevators in Lansing, Mich., to bear the weight of a new bean cleaning machine which will be installed in the fall.

Morrison & Finch of Stockwell, Ind., will install complete machinery equipment for elevator, including a No. 12 "Western" Warehouse Sheller and No. 31 "Western" Gyrating Cleaner.

Jesse Goshorn of Washington, Ind., recently purchased from the Union Iron Works of Decatur, Ill., one No. 23 "Western" Pitless Sheller and a No. 33

"Western" Gyrating Cleaner and machinery for elevator.

The Galveston Grain Co. is installing a boiler in its elevator at Galveston, Ind., and otherwise improving the structure.

## EASTERN.

Edward Bowdish is building a granary at Weybridge, Addison County, Vt.

W. H. Norton has had his grain store in Kezar Falls, Maine, removed and will erect a granary and store.

The Hollis Center Grain Co. is having a storehouse erected in connection with its mill at Hollis Center, Maine.

York & Twombly, grain dealers of Dover, N. H., have purchased the grain business of Arthur H. Morrison in that city.

The J. Walter Sanborn Grain Co. has been incorporated at Boston, Mass., with \$25,000 capital by J. W. Sanborn and A. W. Glines.

The Peerless Grain Company of Manhattan, N. Y., has been incorporated with \$50,000 capital by W. W. Johnstone, J. S. Smith and others.

The Lawrence Grain & Coal Co., of Lawrence, Mass., has been incorporated with \$25,000 capital by C. Bernardine and J. Lachance.

The Jameson & Beverage Co. has been organized at Rockland, Maine, with \$10,000 capital, to deal in grain, etc. J. Albert Jameson is president and Clarence S. Beverage, treasurer.

Representatives of the Maple Leaf Milling Company of Winnipeg, Man., have been in Buffalo, N. Y., looking for a site along the water front for the erection of an elevator and flour mill.

Arthur D. and Lucius D. Potter have purchased a site in Greenfield, Mass., on which they will erect an elevator and store. The elevator formerly owned by Potter Bros. was recently purchased by Lucy & Abercrombie.

The Quaker Oats Co. will soon commence the erection of a mill, elevator and factory for the manufacture and storing of stock feed and grain in Richford, Vt., to replace the plant destroyed by explosion and fire October 7, 1908. A building 400 feet long and 100 feet wide with elevator capacity of 150,000 bushels of grain, will be erected.

## MINNESOTA AND WISCONSIN.

The Barth Elevator Co., of Milwaukee, Wis., is being dissolved.

Fred Stade has purchased the elevator at Huntington, near Dunnell, Minn.

The new elevator of Cargill Bros. in New London, Wis., is nearing completion.

The elevator at Meriden, Steele county, Minn., will be elevated and also repaired.

Construction work on the annex to the elevator at Dennison, Minn., has commenced.

It is understood that the Western Elevator Co. will rebuild its elevator at Darfur, Minn.

The addition to the Imperial Elevator at Hendrum, Minn., has been sold and removed to a farm.

The Northwestern Elevator at Hancock, Minn., is being remodeled so as to increase the bin capacity.

The Farmers' Elevator Company of Northfield, Minn., has been granted a permit for a feed room addition.

Lang, Atwood & White are converting the mill recently purchased at Evansville, Minn., into a grain house.

Lars Mickelson has purchased the elevator of James Potter at Stephen, Minn., and will take charge August 1.

The Darfur Farmers' Elevator Co. has been organized at Darfur, Minn., by Theodore Englin, W. H. Haseman and others.

The Eagle Roller Mill Co., of New Ulm, Minn., has awarded the contract for its proposed 500,000-bushel elevator at New Ulm, Minn.

Construction work has commenced on the elevator for A. P. Nelson in Grove City, Minn., to replace the structure destroyed by fire recently.

Improvements will soon be made on the new Richland, Minn., Elevator. A corn sheller with capacity of about 300 bushels an hour will be installed.

The Benson Elevator at Jeffers, Minn., is being razed and the material will be shipped to Aberdeen, S. D., to be used in the erection of an elevator.

The Cedarburg Elevator Co., in Cedarburg, Wis., owned by the Berger-Crittenden Milling Co., has been leased by H. A. Zeunert and Alfred Vollmar.

The old Farmers' Elevator Co., at St. James, Minn., has been dissolved and a new organization, known as the Farmers' Grain Co., will hereafter conduct the business. The capital is \$20,000.

Creditors of the Dakota Cereal Co. will ask permission from the referee in bankruptcy to sell the elevator at Kasota, Minn., on which the concern has paid \$25,000 of a total of \$45,000 due. Recently un-



liquidated claims of \$30,000 against railroads were discovered among the assets.

William Hoffman, whose elevator at Renville, Minn., was destroyed by fire last winter, is erecting a new structure with a capacity of 30,000 bushels.

At the recent annual meeting of the Fergus Falls, Minn., Co-operative Elevator Co., it was recommended that \$1,500 additional stock be sold. William Wright was elected president and W. F. Schoenning secretary.

It is reported that the Baldwin Elevator Co. will remove its offices from Minneapolis, Minn., to Moorhead, Minn. The elevator in the latter city will be remodeled for offices. It is said the concern will also conduct a general feed and grain business in Moorhead.

#### WESTERN.

A large elevator is in course of construction at Ramah, Colo.

The Pacific Grain Co., of Portland, Ore., has been purchased by M. H. Houser.

It is likely that an elevator will be erected during the summer at Hedges, Meagher County, Mont.

Farmers of Judith Basin, Mont., are agitating for the erection of a farmers' elevator at that place.

The Filer Mill & Elevator Co. will commence at once the erection of a large elevator in Boise, Idaho.

Articles of incorporation have been filed by the Farmers' Elevator Co., of Benchland, Mont., with \$25,000.

The Farmers' Elevator Co., of Plentywood, Valley County, Mont., has been incorporated with \$10,000 capital.

It is reported that J. G. Hardesty's Grain Warehouse at Rosalia, Wash., has been purchased by J. H. Gerhart.

Work has commenced on the extension to the Dodge Warehouse for grain and hay in Davis, Yolo County, Cal.

The Colorado Milling & Elevator Co. is installing Hall Signaling Distributors in its elevators at Buhl and Filer, Idaho.

The Uniontown Farmers' Union has purchased a warehouse at Uniontown, Wash., and also at Leon, two miles east, for \$6,000.

The Garfield Farmers' Warehouse Co. has acquired and leased a number of warehouses in the vicinity of Garfield, Wash.

The American Cereal Co. has about decided to erect its new western plant in either Lewiston or Pocatello, Idaho. An elevator will be included.

Balfour, Guthrie & Co., who have been remodeling their cleaning plant at Lewiston, Idaho, will remodel their warehouse and install an elevator.

The Ritzville Warehouse Co. may decide to erect grain warehouses along the line of the Chicago, Milwaukee & Puget Sound Railway west of Ritzville, Wash.

The C. A. Smurthwaite Produce Co. will erect an elevator of 51,000 bushels capacity to cost \$25,000 at Ogden, Utah. It is planned to have the structure ready for business by September 15.

The Globe Grain & Milling Company of San Francisco, Cal., has asked permission from the Harbor Board to construct an elevator on the seawall to be connected with the mill by means of an underground tunnel.

#### IOWA.

A second Farmers' Elevator may be organized at Bancroft, Iowa, in the near future.

The Farmers' Elevator Co., of Stockton, Iowa, has been incorporated with \$20,000 capital.

The Neola Elevator at Yale, Iowa, has been purchased by Mr. Leonard of Herndon, Iowa.

William Maris has traded his grain and coal business in West Branch, Iowa, to Dakotans.

The Cottrell Elevator at Clarence, Iowa, has been purchased by C. S. King of Cedar Rapids, Iowa.

The Farmers' Elevator at Manson, Iowa, has resumed operations after a shut down of two weeks.

The Lincoln Grain Co. of Nebraska has purchased the 20,000-bushel milling and elevator plant at Faragut, Iowa.

The Farmers' Co-operative Co. is razing its old elevator at Bode, Iowa, preparatory to erecting a larger structure.

E. E. Moeller, Henry Broders and Henry Paulson have purchased the Stockdale & Dietz Elevator at Durant, Iowa.

W. E. Parsons has disposed of his interest in the grain and coal business at Carroll, Iowa, to his partner, F. H. Culbertson.

The elevator of B. B. Anderson in Spirit Lake, Iowa, is now in course of erection. It will have a capacity of 25,000 bushels.

The Farmers' Elevator Company of Buffalo Center, Iowa, has been incorporated with \$25,000 capital by G. J. Andrews, B. Brahms, A. M. Gilbert, H. D. Feldick, A. W. Awe and E. Elleman. The con-

cern will purchase F. S. Livermore's Elevator, corn cribs, etc., for \$4,500.

The Farmers' Co-operative Elevator Co. will commence the construction of its elevator at Ottosen, Iowa, as soon as possible.

Sufficient money has been raised to assure the erection of a farmers' elevator at Brunsville, Iowa, of 10,000 bushels capacity.

The Gilbert Farmers' Elevator Co. has decided to rebuild rather than purchase the B. A. Lockwood Elevator at Gilbert, Iowa.

The Iowa Central Elevator and equipment at Eldora, Iowa, were purchased for \$200 at sheriff's sale by William Hesse of Minneapolis recently.

The Scarville Elevator Co., of Scarville, Iowa, has been incorporated with \$20,000 capital by Isaac Larson, K. M. Larson, C. L. Ruby and others.

The Farmers' Elevator Company of Germania, Iowa, has been incorporated with \$20,000 capital by W. Baum, Albert Ogren, Peter Hans, August Tourine, L. L. Ginrich, H. S. Bradfield and J. H. Smith.

#### MISSOURI, KANSAS AND NEBRASKA.

The Annendale Elevator at Glenville, Neb., is almost completed.

The Livingston Trading Co. will erect an elevator in Leeton, Mo.

A farmers' elevator will be erected in Elyria, Valley County, Neb.

Construction work has commenced on the Farmers' Elevator at Stockham, Neb.

R. W. Amerine has purchased the grain business of W. T. McCauley in Wichita, Kan.

The Union Stock Yards Co. of Grand Island, Neb., has ordered a Hall Automatic Shaft Ratchet.

The Iddings Co.'s Elevator at Sutherland, Neb., has been leased by E. W. Briggs & Son.

A "Hall Special" Elevator Leg will be installed by Weber & Co. at Wilson, Ellis County, Kan.

Tomlinson Bros. have ordered a Hall Automatic Shaft Ratchet for their elevator at Arnold, Kan.

John Kuhlman has purchased the business of the Bertrand Mill & Elevator Co. at Bertrand, Neb.

The T. B. Hord Grain Co. will install a Hall Signaling Distributor in its elevator at Bradshaw, Neb.

The Cratty Lumber & Grain Co. has purchased a Hall Signaling Distributor for its elevator at Elgin, Neb.

The Bullard Lumber Co. has purchased a Hall Signaling Distributor for its elevator at Culbertson, Neb.

E. H. Cramer will equip his elevators at Murphy and Stockham, Neb., with Hall Signaling Distributors.

The Eagle Mill & Elevator Co. of Higginsville, Mo., has installed a No. 24 "Western" Pitless Sheller.

The Western Star Milling Co. has ordered a Hall Special Elevator Leg for its elevator at Grainfield, Kan.

The elevator which has been in course of construction at Blosser, Saline County, Mo., has been completed.

The Farmers' Grain Co. of Walthill, Neb., has purchased the King-Truax Elevator at that place for \$6,500.

A Hall Signaling Distributor will be installed by Henry Roberts in his elevator at Fordyce, Cedar County, Neb.

The Colorado Milling & Elevator Co. is equipping its elevator at Collyer, Kan., with a "Hall Special" Elevator Leg.

The Lincoln Grain Company has commenced construction work on a 15,000-bushel elevator at Berks, Lancaster county, Neb.

Articles of incorporation have been filed by the Smyrna Co-operative Elevator Co. of Smyrna, Nuckolls County, Neb.

A. H. Smith and Noel Milbourn have purchased a two-thirds interest in the Minden Grain Co.'s Elevator at Minden, Neb.

The Offerle Grain & Supply Co. is installing the "Hall Special" Elevator Leg in its elevator at Offerle, Edwards County, Kan.

W. H. Roberts of Savonburg, Kan., has installed a No. 34 "Western" Gyrating Cleaner and No. 14 "Western" Warehouse Sheller.

The Farmers' Grain Co., which was recently organized at Pierce, Neb., has decided to purchase the Upton Elevator at that place.

The Wheatland Elevator Co. will install Hall Automatic Shaft Ratchets in its elevators at Toulon and Walker, both in Ellis County, Kan.

The Peavey Elevator at Marietta, eight miles north of Marysville, Kan., has been purchased by the Marietta Farmers' Grain & Stock Co.

The Gooch Milling & Elevator Co. of Lincoln, Neb., has purchased of A. N. Conklin his two elevators and coal sheds at St. Paul and Midway, both

in Howard County, Neb. The concern recently purchased two elevators in Kansas.

The Excello Feed Milling Co., which was recently organized at St. Joseph, Mo., will use part of a building it has purchased as an elevator.

The Red Star Mill & Elevator Co is erecting a two-story building, 40x100, and a one-story building, 40x125, in Wichita, Kan., to cost \$10,000.

The Farmers' Grain & Live Stock Company of Wynot, Neb., has been organized with \$20,000 capital. John Noecker is president and E. A. Miller, secretary.

The Shippe Elevator Company of Wilsonville, Furnas county, Neb., has been incorporated with \$5,000 capital by C. W. McComb, J. W. Rice, M. C. Stephens and others.

The Staplehurst Grain Co. of Staplehurst, Neb., has been incorporated with \$25,000 capital by William C. Jacobs, W. Niemann, William Zwick, L. Vested and others.

The Hynes Elevator Co. has purchased a site in Omaha, Neb., for an elevator of 200,000 bushels capacity with steel storage tanks for additional handling capacity. The concern operates eighteen country stations.

The Farmers' Lumber Co. of Cook, Neb., has purchased an old elevator at that place and is tearing it down preparatory to the erection of a modern structure. The concern recently increased its capital to \$30,000.

#### THE DAKOTAS.

Jacob Heringer is erecting a large granary near Anamose, N. D.

S. J. Dickson has purchased the Betts Elevator at Scotland, S. D.

Work on the Farmers' Elevator at Reeder, N. D., has been completed.

G. H. Hefte is erecting a 15,000-bushel elevator near Nekoma, N. D.

Repair work on the Cargill Elevator at Aneta, N. D., has commenced.

E. J. Nelson has purchased the elevator of Henry Heil at Glenullin, N. D.

The new elevator for H. J. Wagner at Revillo, S. D., has been completed.

George Lehr is making an extensive addition to his elevator at Scotland, S. D.

The new house for the Farmers' Elevator Co. at Tyler, N. D., is about completed.

The Cargill Elevator at Lake Preston, S. D., has suspended operations for the season.

Construction work has started on the new farmers' elevator at Grand Rapids, N. D.

The Ireys Elevator Co. has sold its interests at Flaxton, N. D., to the Occident Elevator Co.

The capacity of the Cargill Elevator at Hankinson, N. D., will be increased to 40,000 bushels.

An elevator will be erected at Bucyrus, Adams County, N. D., in the near future by Mr. Black.

The Imperial Elevator at Omemee, N. D., is being moved to the site of the old John Taylor Elevator.

The new elevator for the Pomona Valley Farmers' Elevator Co., at Edgeley, N. D., is about completed.

The new 55,000-bushel elevator for the Farmers' Elevator Company at Bantry, N. D., has been completed.

Farmers in the vicinity of Bowbells, N. D., have organized the Farmers' Co-operative Grain & Trading Co.

The Duluth Elevator Co. has commenced repair work on its elevator at Arvilla, Grand Forks County, N. D.

A farmers' elevator will be erected at Turton, S. D. R. Matheny is president and John Steffas secretary.

The Van Dusen Elevator Company is making rapid progress in the rebuilding of its elevator at Redfield, S. D.

The elevator for the Powers Elevator Co., at Crystal Springs, Kidder County, N. D., is about completed.

A. P. Rankins, formerly with the Powers Elevator Co. at Marion, N. D., has purchased an elevator at Edmore.

The Silvius Elevator at Buffalo Springs, Bowman County, S. D., has been completed and is now in operation.

The contract for the farmers' elevator at Houghton, S. D., has been let and construction work will soon commence.

The contract for the Farmers' Elevator at Cooperstown, N. D., has been awarded and construction work commenced.

Construction work has commenced on the elevator for the Farmers' Elevator Co. at Flasher, Morton County, N. D.

The contract for the elevator to be erected by the Farmers' Grain & Mercantile Co., which was recently organized at Marvin, Grant County, S. D.,



with \$10,000 capital, has been let and construction work has commenced.

The recently organized Farmers' Elevator Co., of Medina, N. D., has purchased the Olson & Karpen Elevator at that place.

Hagen & Bakkel, grain buyers of Duluth and Minneapolis, Minn., are erecting an elevator at Fryburg, Billings County, N. D.

The stockholders of the Farmers' Elevator Co. have decided to rebuild the structure at Jamestown, N. D., recently destroyed by fire.

Farmers in the vicinity of McVillie, Nelson County, N. D., held a meeting July 6 for the purpose of organizing an elevator company.

Shanard's Elevator at Scotland, S. D., suspended operations July 1. It is understood that the property has been purchased by M. King & Co.

Construction work will soon be commenced on a 40,000-bushel elevator for the American Society of Equity near Sterling, Burleigh County, N. D.

The Marion Milling Co., a corporation composed of farmers, will be organized at Marion, S. D., with \$50,000 capital, to buy and sell grain, live stock, etc.

The stockholders of the Nanson Farmers' Elevator Co. of Nanson, Rolette County, N. D., will meet to decide whether to purchase or erect an elevator.

The Farmers' Elevator & Supply Co., of Roth, Bottineau County, N. D., has been organized with H. J. Hanson, president, and H. W. Johnson, secretary.

The Farmers' Elevator Co., of Mandan, N. D., is soliciting subscriptions of stock among farmers for the erection of an elevator near Hobson, Morton County, N. D.

According to annual statement the Farmers' Elevator at Bridgewater, S. D., purchased 100,000 bushels of grain and corn the past year and the profit was 40 per cent.

The Golden Valley Independent Grain Co. is tearing down its old oats annex in Beach, N. D., and will erect a new house. The old house collapsed under the weight of 20,000 bushels of grain recently.

#### SOUTHERN AND SOUTHWESTERN.

The Alva Roller Mills of Alva, Okla., will erect an elevator in Floydada, Texas.

Cobb & Elliott will soon start construction work on an elevator at Lockney, Texas.

The Moore Grain Co., of Chickasha, Okla., has installed a No. 33 "Western" Gyrating Cleaner.

The Model Roller Mills of Guthrie, Okla., have installed a No. 13 "Western" Warehouse Sheller.

R. V. Myers will erect a concrete elevator in Bartlesville, Washington county, Okla., to cost \$25,000.

The Walingford Bros., elevator owners at Ashland, Okla., will erect an elevator at Buffalo, Okla.

The Oswego Seed & Grain Co., of Claremore, Okla., has installed a No. 25 "Western" Pitless Sheller.

The Moore-Hollister Hardware Co., of Geary, Okla., has purchased a No. 24 "Western" Pitless Sheller.

The Powell-Wright Grain Co., of Carnegie, Okla., has purchased a No. 14 "Western" Warehouse Sheller.

The Denison Mill & Grain Co. will equip its elevator at Denison, Texas, with Hall Signaling Distributors.

The raising of funds for the proposed \$35,000 elevator at Oklahoma City, Okla., has reached an encouraging stage.

Elevator "A" in Pond Creek, Okla., owned by the Singleton Grain Co., has resumed operations with E. C. Payne in charge.

The Argenta Grain Co., of Argenta, Ark., has been incorporated with \$4,500 capital by W. E. Bass, C. E. Hayes and others.

The firm of J. F. Wilson & Co., of Hico, Texas, has been incorporated by J. F. Wieser and others to operate a grain elevator.

The Farmers' Grain Co., of Little Rock, Ark., has been incorporated with \$10,000 capital by C. Hayes, Walter Brown and others.

The Boney & Harper Milling Co. will erect a concrete grain elevator in Wilmington, N. C., with capacity of 60,000 bushels.

C. F. Harshbarger of Skedee, Okla., has purchased a No. 2½ "Western" Warehouse Combined Sheller and Cleaner and machinery for remodeling house.

A concrete elevator with capacity of 100,000 bushels of wheat and to cost \$20,000, is being erected by the Lexington Roller Mills Co., at Lexington, Ky.

R. W. Owen and Henry O'Bryan have purchased property in Owensboro, Ky., owned by a liquor concern for \$20,000 and will convert it into an elevator plant.

The Owensboro Grain Co., of Owensboro, Ky., one of the largest in the lower Ohio valley, has consolidated with the Griffith Elevator Co., of Owens-

boro. It is probable that a large warehouse will be erected.

The Farmers' Union Co-operative Mill & Elevator Co. of El Reno, Okla., has purchased a No. 33 "Western" Gyrating Cleaner and a No. 14 "Western" Warehouse Sheller.

The Christian County Elevator & Warehouse Co., of Hopkinsville, Ky., has been incorporated with \$2,000 capital by T. W. Blakey, R. H. Holland, Nat Gaither, John Hill and others.

The Union City Elevator Co., of Obion county, Tenn., has been incorporated with \$25,000 capital by William Waterfield, D. S. Williams, E. W. Parker, L. S. Parks and A. L. Garth.

#### CANADIAN.

Richardson & Co. are erecting an elevator at Wadena, Sask.

Philip Wakefield has started a hay and grain business at Fort William, Ont.

MacDonald & Paterson, Grain and Produce Exchange, Winnipeg, Man., have dissolved.

The Sovereign Grain Co., Ltd., of Winnipeg, Man., has been incorporated with \$300,000 capital.

The Imperial Elevator & Lumber Co. has just completed a large lumber shed at Stornaway, Sask.

The British North American Elevator Co. will commence building operations at once on its elevator at Wadena, Sask.

The Strong-Scott Manufacturing Co., of Winnipeg, Man., has purchased a Hall Signaling Distributor for an elevator at that place.

Tenders were received July 5 by the Manitoba Elevator Commission for the construction of elevators in various parts of the province. Construction work will be started according to the seniority of the petitions.

The St. Lawrence Flour Mills Co., which was recently organized at Montreal, Que., will erect an elevator of 400,000 or 500,000 bushels capacity. Negotiations for the erection of mills and elevators in the western provinces are pending.

Representatives of the Balfour Company assert that it is probable that the concern will establish elevators at Edmonton, Alta., within a couple years to assemble the immense grain traffic to the western coast that is expected to develop from Edmonton on the completion of the C. N. R. and G. T. P. to Vancouver and Prince Rupert.

An elevator commission has been appointed by the Manitoba Government to take charge of and operate all grain elevators and terminals in the province. D. W. McCraig, president of the Grain Growers' Association, is chairman, with salary of \$8,000 a year. The plan is to purchase at cost all existing elevators, or duplicate them, doing business at cost, plus sinking funds for bonds.

The Alberta Pacific Elevator Co. has under construction at the present time elevators at Bow Island, Winnifred, Seven Persons, Barnwell, Purple Springs, Olive, Tees, Halkirk, Burdett and Castor, all in Alberta. In addition sites have been secured at Lougheed, Hardisty, Prevost, Brandt, Acme, Cluny and Bassano. Facilities for handling grain will be provided at Crowfoot, Brooks, Carlstadt and Irricana.

Simultaneous with the completion of the second elevator which the Montreal Harbor Commissioners have in course of construction on the harbor front in Montreal, Que., will be the finishing of the new C. P. R. grain line from Victoria Harbor on Georgian Bay to Montreal. Both will be ready for the handling of next year's grain crop. The new elevator is being erected under the direction of the J. S. Metcalf Co., of Chicago.

#### SOUTH AFRICAN CORN.

During May sharp frosts were experienced in all the colonies of South Africa, says a Natal correspondent of the London Corn Trade News; and from various districts reports state that the final yield was materially affected thereby.

The weather, however, was ideal for harvesting a well-conditioned crop, and there is no fear that last season's abnormal experience of the arrival of damp grain in June and July will be repeated.

The Natal crop, as far as could then be estimated, probably yielded 750,000 bags (against 800,000 last season), of which there would be an exportable surplus of 257,000 bags.

The Orange River Colony yield may be estimated at about 1,700,000 bags (against 2,200,000 last season); of this there will be some 800,000 bags for export.

As regards the Transvaal, it is most difficult to judge and in the absence of more reliable reports the writer was inclined to consider 500,000 bags as the probable total surplus.

In all, therefore, the Natal man estimated South African exports for 1910-11 at 1,575,000 bags or approximately 157,500 tons, from all ports, this being some 50,000 tons short of last season's total.

St. Louis received the first 1910 wheat by boat on July 6.

## THE EXCHANGES

The Board of Trade of Cairo, Ill., has decided also to appoint a grain inspector at Cairo.

The Boston Chamber of Commerce added 51 members in June, making a total of 3,819.

The St. Louis practice is now to estimate carloads as follows: Wheat and corn, 1,200 bus.; oats, 1,700 bus.; barley, 1,400 bus.; rye, 1,100 bus.

Ferd A. Meyer of the Louis Müller Co. has been appointed a member of the commission rules committee of the Baltimore Chamber of Commerce vice W. M. Knight, deceased.

The Louisville Board of Trade grain committee has reappointed M. L. Satterwhite chief grain inspector for the current year. The deputy inspectors and weighers were also reappointed.

Nearly all the Western and Northwestern exchanges have negated the proposition originating at Chicago to lengthen the trading day to three-quarters of an hour, or from 1:15 to 2:00 p. m.

Welding Ring, retiring president (for two terms) of the New York Produce Exchange, was recently presented by the Exchange with a handsome silver service, the presentation speech being made by E. Pfonius of the Exchange.

The building committee of the Chicago Board of Trade has made a report, presenting plans for a new 20-story building, to take the place of the present structure at LaSalle street and Jackson Blvd., to cost about \$2,500,000. The site is 240x174 feet.

On July 1, by ballot approval of the Board of Trade, storage rates on grain and flaxseed at Chicago were advanced from 1-40c to 1-30c per day, and the first ten-day term rate was advanced from 3-4c to 1c per bu. The new rates went into effect on July 1.

The Birmingham (Ala.) Grain Exchange and the Birmingham Chamber of Commerce have affiliated. The Birmingham Grain Exchange was organized several weeks ago and its membership comprises practically all the wholesale grain merchants in Birmingham.

Henry J. Nickel, formerly secretary of the Clearing House Association of the Wichita Board of Trade, who a month ago had disappeared with his accounts in a tangle, has returned to that city. Mr. Nickel was bonded to the Association by the Mass. Bonding and Ins. Co.

Regular grain warehouses at Chicago for the current year beginning July 1 are: Armour "C"; Calumet "C"; Chicago and St. Louis elevator and annex; Peavey "B"; Rock Island "A" and "B," and South Chicago "C" and annex. W. S. Agar's warehouse "A," first floor, has been made regular for the storage of provisions until June 1, 1911.

#### GRAIN BROKERS' ASSOCIATION.

Grain men, members of the Boston Chamber of Commerce, have arranged an association called the Boston Grain Brokers' Association, with the following officers: President, E. P. Knight; vice-president, Horace Cook; secretary and treasurer, Geo. Hopkins; directors—Arthur Heathfield, Matthew D. Benjaquin, Fred Maynard. The objects of the Association are obvious.

#### WICHITA GRAIN EXCHANGE.

The annual meeting of the Wichita Grain Exchange was held on June 14. Officers were elected as follows: Wm. F. McCullough (re-elected for third term), president; A. M. Jackman, vice-president; directors—Edw. Kelly of Kelly Brothers Grain Co., W. I. Scott of Stevens-Scott Grain Co., J. W. Craig of Independent Grain Co., James Dobbs with Clarence Howard of Howard Mills, W. R. Watson of Watson Mills Co., J. A. Woodside of Woodside-Smith Grain Co.

#### INDIANAPOLIS BOARD OF TRADE.

The annual meeting of the Indianapolis Board of Trade was held on June 13. The following officers were elected: President, Aquilla Q. Jones; vice-president, Edgar H. Evans; treasurer, Thos. Oddy; board of governors—A. M. Glossbrenner, Thomas H. Laycock, William L. O'Connor, George H. Evans, A. J. Meyer, Charles A. Greathouse, Warren H. Simmons, L. L. Fellows, E. C. Barrett, Samuel R. Sweet, Benjamin A. Richardson, Albert Sahm, Ford Woods.

#### BALTIMORE GRAIN COMMITTEES.

At the June meeting of the board of directors of the Baltimore Chamber of Commerce the following grain committees were elected to serve during the ensuing year:

Wheat—Hiram G. Dudley, John M. Dennis, Joseph C. Legg, P. W. Pitt and Walter Kirwan.

Corn—Edwin Hewes, Thos. C. Craft, Jr., J. A. Manger, T. M. Maynadier, William Rodgers.

Oats—Joseph M. Warfield, M. R. Schermerhorn, Eugene Blackford, Jr.

Rye—J. Frank Ryley, E. H. Beer, L. M. Jackson.



Clover Seed—James H. Hiss, Wm. G. Scarlett, Walter Kirwan.  
Hay and Straw—Egil Steen, Jas. T. Clendenin, Harry M. Rever.

#### RICHMOND GRAIN EXCHANGE.

The annual meeting of the Richmond Grain Exchange for election of officers and directors for the ensuing year was held in the rooms of the exchange on June 27. The president of the Exchange, John R. Cary, presided. Messrs. B. Lorraine, Edward Alvey and W. F. Richardson, Jr., were appointed inspectors of election, who certified the following duly elected to serve for the term ending June 30, 1911: President, W. R. Johnston; vice-president, C. W. Wingfield; board of directors—George D. Mayo, W. C. Bentley, R. L. Chenery, W. C. Todd, J. E. Cox, John F. Jacob, N. R. Savage, John R. Cary and S. T. Beveridge.

#### THE END OF INDEMNITIES.

The judgment of the Illinois court in the case of Nash-Wright Co. vs. Wright, that "indemnities" is but another name for "puts and calls" and that trades therein are unlawful in Illinois, has practically killed that form of speculation in all Western grain exchanges. Within a few days after Judge Mack's decision was handed down, and the Chicago Board of Trade directory had had time to digest it, that body directed Sec'y Stone to announce officially, as he did on June 18, that "all of the Board's facilities would be denied to traders in 'indemnities,'" the directors having adopted the following resolution:

"The charter of the Board of Trade of the City of Chicago gives it the right to make such rules and regulations for its government as are not contrary to the laws of the land.

"Inasmuch as under the recent decision of the Appellate Court the trading in indemnities is pronounced illegal, the sections in our rules governing such trading are rendered of no effect and void. The exchange-rooms, halls and clearing-house cannot, therefore, be used for such trading, and any members who may make such a trade shall, under Section 9 of Rule 4, forfeit the right to have said contract enforced under the rules of this association, pending further action by the association at its adjourned meeting."

The question of expunging the rule permitting such trading was thereupon submitted, as required, to a vote of the members, by whom, on July 16, the rule was abolished by a vote of 420 to 187.

Following the action of the Chicago Board a similar form of trading, under various names, guardedly, however, called "privilege," have been abolished at St. Louis, Kansas City, Milwaukee and Minneapolis.

#### PITTSBURG EXCHANGE.

The annual meeting of the Pittsburgh Grain and Flour Exchange was held on June 13, when the members elected the following board of managers: John Schmid, W. J. Mahood, W. C. Hodill, W. N. Gordon, Philip Goedel, Jr., J. R. Johnston, C. A. Foster, J. A. Clark, John Floyd, Renwick Martin, W. W. Beatty, Alfred Lawton and Joseph McCaffery.

On June 14 the directors organized and elected W. C. Hodill, with B. McCracken & Son, president; W. W. Beatty, with R. S. McCague, vice-president; Alfred Lawton, with H. G. Morgan, secretary; John Schmid, with Samuel Walton, treasurer.

At the directors' meeting the retiring president, J. A. Geidel, made an exhaustive report of the past year's business of the Exchange. The business of the Exchange, he said, had increased from 2,000 to 2,500 cars for a year, the market being not only a distributing point for western Pennsylvania but a gateway to the East as well as to West Virginia and Maryland for grain and hay from northern Ohio, Indiana and Michigan. The reconsignment privilege is now favorable for an increase of all this trade.

Mr. Geidel also complimented the work of the new weighing department under the direction of Jos. S. Gray, and that of Chief Inspector Chas. Culp, who has been with the department for twenty-eight years.

Mr. Geidel has an abounding faith in the future of the Pittsburgh market. "The more I think of it, and the more I investigate," he said, "I can come to no other conclusion but that our geographical location is one that demands for us a broader market and a much larger outlet for the commodities in which we trade." But he declares the Exchange needs reorganizing: "During my term of office I have had an opportunity to study the entire workings of this Exchange. My personal experience and study force me to report that, while we are expending considerable money, we are not getting all the good that we should from the same outlay. A reorganization of this Exchange is absolutely necessary if we are to enter the real ranks of commercial organizations. There should be one acting head to this Exchange, elected from year to year, and all other officers, president and commit-

tees, while nominally the head of the Exchange in reality, really occupy the position of the advisors.

The office, in my opinion, best suited to take care of this active head is the office of secretary. To make this change will in all probability necessitate a change in our by-laws, although it may be possible our present by-laws will be found adequate. Within the last few months I discussed this matter with many of our members, who seemed to think as I do, but owing to the near approach to the end of the present administration I did not deem it wise to press the matter, thinking that the new board would be better able to handle the subject.

"It might be possible that the office of traffic manager and secretary could be combined, but this would simply be a matter of detail to be worked out later, and as our finances will permit. This is important and should not be passed without deep consideration."

#### CHANGES ON EXCHANGE MEMBERSHIP.

**Chicago**—Sec'y Geo. F. Stone reports the following new members of the Chicago Board of Trade elected in June, and the corresponding transferred membership: New members—Robert F. Munro, Jno. A. Seymour, Allan F. Cohn, Alva E. Bocock, Forest F. Du Buine, Francis G. Porter, Frank I. Morris, Wm. H. Axtater, Chas. S. Crary, Jesse H. Ridge. Withdrawals—Est. of Jas. B. McMahon, C. D. Forsyth, Est. of C. C. Minzesheimer, Arthur C. Helm, Isaac Pieser, Jed W. Pearson, Harry E. Howland, Clarence C. Hogan, H. H. Randolph, Sam'l C. Bartlett.

**Cincinnati**—Supt. C. B. Murray reports that John Griffin, grocer, was elected a member of the Cincinnati Chamber of Commerce.

**Duluth**—Sec'y Chas. F. MacDonald reports the following changes in membership of the Duluth Board of Trade: New members—C. K. Templeton and Percy Fuller of Duluth; withdrawals—R. M. Woloin of Winnipeg, N. J. Brogan of Chicago and W. B. Banks, Jr., of Duluth.

**Kansas City**—Sec'y E. D. Bigelow reports the following new members of the Kansas City Board of Trade: Chas. Zabriskie in place of N. P. Simonds, and Chas. F. Neland in place of A. Richard Frank.

**Milwaukee**—Sec'y H. A. Plumb reports the following changes in membership in the Milwaukee Chamber of Commerce: New members—Frank J. Bell, Geo. H. Schroeder, Jos. G. Reilly, E. J. Koppelkamm, Chas. H. Loedige, F. D. Underwood. Transferred memberships—W. H. Osborne, W. G. Souders, Geo. Brickbauer, John H. Tesch, dec'd, Hans Quentin, John S. George, Chas. W. Gillett.

**Minneapolis**—Asst. Sec'y E. S. Hughes reports the following new members of the Minneapolis Chamber of Commerce: Theodore E. Cunningham of Harris Winthrop & Co., Chicago and New York; William A. Howard, Minneapolis; Harold C. Wyman, Sec'y C. C. Wyman & Co., Minneapolis; Julius H. Barnes, Ames Brooks Co., Duluth, Minn.

**New Orleans**—Sec'y H. S. Herring reports the following new members of the New Orleans Board of Trade: C. S. Waggaman, Bishop C. Perkins, Gab & Hiller, Martin L. Matthews, Oscar Putnam Geren, Graham-Boswell Co., Ltd., Wm. D. Seymour, Tatman Thompson, E. S. Powers, New Orleans Tent & Awning Co., and J. J. Kelleher, and Thos. J. Clark, grain broker.

**Omaha**—Sec'y F. P. Manchester reports that J. J. Mullaney of Sioux City has been elected a member of the Omaha Grain Exchange vice G. B. Dandy.

**Philadelphia**—Late additions to the membership of the Philadelphia Commercial Exchange are Wm. L. Jeffries, flour, feed and grain merchant, 5013 Wayne avenue, and Wm. L. Bear & Co., grain and stock brokers, 217 Pennsylvania Building.

**St. Louis**—Sec'y Geo. H. Morgan reports the following new members of the St. Louis Merchants' Exchange: P. J. Mullin with Roberts Grain Co., Omaha, Neb.; Duane Hall, H. L. Chase Bag Co., St. Louis; Eugene M. Seely, Seely Bros. Grain Co., St. Louis; Herbert E. Rycroft with Bartlett, Frazier & Co., Chicago; Bruce H. McFadden with McFadden & Co., Havana, Ill. Withdrawals—Chas. S. Dayton, James A. Paten, H. M. Condrey, F. H. Livingston and L. A. Hoffman.

There is no future trading in potatoes. If there were, last year's crop might not have been handled so poorly. Our 1909 potato crop was about seventy million bushels larger than usual. Many thousand carloads were left to rot during the past season because at points of excess supply not over ten cents a bushel could be obtained. Yet we imported five million bushels last year in spite of twenty-five cents a bushel duty. Government and railroads knew there was an excess of potatoes, but they apparently made no effort to open new channels for distribution. Grain is not as perishable, but abolish futures and a large grain crop might suffer the same disaster to a certain extent.—King & Co.

## COMMISSION

A. J. Clark & Co., grain brokers, located in the LaFayette building, at Waterloo, Iowa, have discontinued business.

H. E. Norton, recently with the St. Paul Bridge & Terminal Railway, has resigned to engage in the grain business at Minneapolis, Minn.

The firms of John T. Fahey & Co. and E. F. Richards & Co., of Baltimore, Md., have consolidated under the name of John T. Fahey & Co.

Richard H. Smart and Francis G. Porter have organized to carry on a general grain and stock business, with offices at 159 LaSalle street, Chicago.

Jos. V. Williams has associated himself with the Ray Grain Company of Minneapolis, Minn., and will represent the firm in the Northwestern territory.

The Perry C. Smith Grain Company has been incorporated at Kansas City, Mo., with capital stock of \$4,000, by Perry C. Smith, Cecil E. Mann, Louis N. Rels.

Articles of incorporation have been filed by the Hayes Grain & Commission Company of Little Rock, Ark. The capital stock is \$50,000 and the incorporators are James Thomas, Richard Sweim and C. --- Hayes.

The Hatton Grain Company was incorporated in June at Minneapolis, Minn. The capital stock is \$50,000 and the incorporators are P. L. Howe, H. F. Douglas, C. A. Wagonson, William Young, A. C. Andrews, and C. A. Brown.

A. W. Harold, formerly associated with Dudley M. Irwin in the barley business at Buffalo, N. Y., has engaged in business on his own account with offices at 717 Chamber of Commerce building. He will make barley a specialty.

Bert A. Boyd of Indianapolis sent out to his friends a safe and sane fire cracker in which to celebrate July 4th. By following directions the recipient was not only insured a safe and sane Fourth by a safe and sane business.

Gardiner B. Van Ness, with offices in the Postal Telegraph building, Chicago, has issued a very unique pocket memorandum of statistics in condensed form, which will prove very useful to the traders in grain and other commodities.

The T. C. Coughlin Grain Company was recently incorporated with a capital stock of \$25,000 to carry on a general grain business at Milwaukee, Wis. Offices are in the Chamber of Commerce building. The incorporators are T. C., T. J. and Marcelli Coughlin.

The announcement was made the last of June that the P. P. Williams Grain Company of St. Louis, Mo., would liquidate and go out of business. There will be no change in the business or management of the Williams & Fitzhugh Company of Memphis, Tenn., or the branch concern at Vicksburg.

E. W. Wagner & Co., Chicago, Ill., announces the following changes in their branch offices: Mr. Haney has retired from LaFayette to engage in other business and is succeeded by J. S. Phillips; Almie Cox, formerly of Dwight, Ill., becomes the firm's correspondent at Campus, Ill. Mr. Cox is well known about the state and possesses a high class reputation in the grain business.

The Deshler Grain Company has been incorporated at Toledo, Ohio, with a capital stock of \$10,000. The incorporators are Jesse W. Young, Edwin L. Camp, Elmer E. Davis, E. F. Evans, and Kenton D. Keilholtz. The company has purchased an elevator from E. L. Southworth at Deshler and will deal principally in hay, grain and seeds. All the members of the firm have other interests which will be retained as formerly.

The J. W. Craig Grain Company has been organized to carry on a general grain business with offices in the Sedgwick block, Wichita, Kan. Mr. Craig, the head of the company, is a well-known grain merchant of Wichita, having recently controlled the Independent Grain Company, which he sold to E. W. Jones. He is the owner of a 16,000-bushel elevator at Seward, Kan., besides being a large owner of land in Pratt county, Kan.

Owing to the death of Arthur R. Sawers, Chicago, a change has been made in the firm name, the Sawers Grain Co., succeeding. The officers of the company are Harry R. Todds, president and manager; W. T. McCray of Kentland, Ind., vice president; William Simons, Kentland, secretary-treasurer. Dean L. Moberly, who has been representing the company on the road, is also a member of the new firm. Mr. Todds has been practically manager of the company since the first of the year, when Mr. Sawers went to the Pacific Coast on a recreation and health-seeking trip. The business will be continued on the same lines as formerly, with offices at 522 Postal Telegraph Building.

Reporting on samples of diseased wheat sent to a Wooster station, A. D. Shelby, botanist, says: "Mr. Manus has made cultures of the affected joints and finds the disease to be caused by the same bacteria that attack oats and cause the blade blight."



## ASSOCIATIONS

### COMING MEETINGS.

New York State Hay Dealers' Association annual convention August 9 and 10 at Syracuse.

National Hay Association, August 23, 24 and 25, at Cedar Point, O.

Council of North American Grain Exchanges, September 5, New York City.

Grain Dealers' National Association, October 10, 11 and 12, at Chicago.

### NEW MEMBERS OF ILLINOIS ASSOCIATION.

Secretary S. W. Strong reports the following new members of the Illinois Grain Dealers' Association: Farabee-Treadwell Co., Memphis; Hughes Warehouse & Elevator Co., Nashville; Milliken-Helm Com. Co., 121 N. 3rd St., St. Louis; Roberts & Hamner Grain Co., Memphis; J. S. West & Co., 157 E. Gilleas Pl., Memphis; Alex. Hillman, Millersville, Ill.; C. O. Swift & Co., 301-2 Greisheim Bl., Bloomington; R. B. McConnell, broker, 42 N. Vermilion St., Danville; Big Four Milling Co., Mattoon; Bonfield Grain & Lumber Co., Bonfield; Heldt Bros., Beecher; C. A. Bunyan, Hammond; Raven Elevator Co., Raven and Scotland; H. W. Bailey, DeWitt; P. K. Willson, Birkbeck and Clinton; W. T. Hardin, Deland; Robinson, Drew & Co., Emmington; G. C. Tjardes, Emmington; Ed. J. Scovel, broker, Saunemin; Hayes Bros., Galesville; Baker & Felger, Milmine.

### KANSAS LOCAL MEETINGS.

Sec'y Smiley during the past 30 days has held a series of local meetings as follows: Hutchinson, June 17; Salina, June 21; Concordia, June 2; Downs, June 23, and Phillipsburg, June 24. All of these meetings were well attended and the following applications were received: H. H. Norcross, Pease Seed and Grain Co., and R. Davis Grain Co., Beatrice, Nebr.; Cortland Farmers' Grain Co., Cortland, Nebr.; R. E. Simmons, Blue Springs, Nebr.; Savill & Huxtable, Blue Rapids, Kas.; Inman Farmers' Elevator Co., Inman; Maynes Bros., Colby; O. K. Grove, Netawaka; Ferguson & Shircliff, Hutchinson; Barkemeyer Grain Co., Sedgwick; Hayes & Daves, Winfield; Grenola Mill & Elevator Co., Grenola; C. F. Dean, Agra; Carleton Grain Co., Cawker City, P. L. Jennings, Glasco; John Wolfspurger, Lindsey; C. O. Ainsworth, Courtland; N. Drieling & Son, Walker; Conrad Jansen, Lorraine; Smith Center Mill, Elevator & Light Co., Smith Center; G. W. Douglas, Athol; Fred Mosher, Rexford. Meetings were held in the South Platte country in Nebraska as follows: Fairbury, July 5; Hastings, July 6; Lincoln, July 7, and Auburn, July 8. As expected, these were interesting and profitable meetings.

### NATIONAL ASSOCIATION MATTERS.

President A. G. Tyng has issued the following brief statement relative to the Grain Dealers' National Association:

"With an enrollment of 158 new direct members since the Indianapolis convention (1909) and a greatly increased interest in the reform policies of the Association, your officers feel that a membership in the National Association means more to grain dealers now than it has at any other time during the life of the organization.

"Grain dealers in greatly increased numbers are coming to realize that nothing can facilitate trade more than the institution and observance of uniform practices in the transaction of business, and that such uniformity can be maintained only under the direct influence of a universal membership in an organization under whose ministration none are too big to be disciplined and none too little to be protected.

"The Grain Dealers' National Association does not undertake to dictate to its members as to whom they shall sell or from whom they shall buy, but the advantage of trading with those who have subscribed to the laws, rules, and regulations which the trade itself has laid down are obvious.

"To the end that the number of non-members may be decreased, and the field of trade correspondingly broadened, members are respectfully urged to bring friendly pressure to bear upon all eligible non-members with whom they are doing business to send in their applications for membership, thus announcing to the trade their willingness to assist in the endeavor to eliminate abuses and place the entire grain handling industry upon a higher commercial plane.

"Your officers have arranged to hold the fourteenth annual convention at the new La Salle Hotel, Chicago, October 10, 11 and 12. On account of the many questions now before the trade for consideration, an unusually large attendance is expected, and the advisability of making hotel reservations as early as possible is suggested."

To this Secretary Courcier appends the following statement with reference to memberships in the Association:

"New members enrolled since June 6th last: Donahue-Stratton Co., Milwaukee, Wis.; J. C. West & Co., Memphis, Tenn.

"Clarence A. Euler & Co., Baltimore, Md., have withdrawn their resignation reported June 6, 1910.

"Jacob Schreiner, St. Louis, Mo., directs that his membership be transferred to the Schreiner Grain Co.

"Two objections to our accepting the resignation of H. E. Kinney, Indianapolis, Ind., have been filed. The resignation will not be accepted until after the trade differences involved have been adjusted.

"Special Notice: The following firms are no longer members of the Grain Dealers' National Association: W. D. Fulton, Boston, Mass.; Dudley M. Irwin, Buffalo, N. Y.; Gardner & Paddleford, Chicago, Ill.; Henry M. Paynter, Chicago, Ill.; Caswell E. Rose, Nashville, Tenn.; Leopold Mayer, Pensacola, Fla.; C. H. Albers Com. Co., St. Louis, Mo.; Howard & Kornegay, Selma, Ala.; S. W. Flower & Co. (not grain dealers), Toledo, Ohio.

"In conformity with the rules of the Association, which require that resignations shall be received and reported within a period for which dues have been paid, we submit the following list: A. W. Goodnow, Boston, Mass.; A. Dunn, New York, N. Y.; M. A. Rogers & Co., New Orleans, La.; Steele & Brown, Charleston, W. Va.; Toledo Elevator Co. (out of grain business), Toledo, Ohio. Unless objections to the honorable discharge of these members, account unsettled differences, are received on or before the 30th inst., their resignations will be accepted."

### PANAMA EXPOSITION RESOLUTION.

The executive committee of the Grain Dealers' National Association has approved the following preamble and resolution:

Whereas, The officials and engineers in charge of the construction of the Panama Canal have announced that it will be completed and open for commerce in 1915; and

Whereas, Practically the unanimous sentiment of the President of the United States and other officials, the members of Congress and the American people generally is that no celebration of the completion of the canal can produce such immediate and beneficial results as the holding of an exposition where the people of the world will be brought closer together through this union of the Atlantic and Pacific and East and West, and will meet and confer with each other and exhibit the resources and products of their several countries; be it

Resolved, That we cordially approve the idea of a World's Panama Exposition and pledge it our moral support and assistance; be it further

Resolved, That we see in New Orleans the "logical point" for such Exposition by reason of its proximity to the canal and because it is the gateway for a large part of the import and export commerce of these United States with the countries south of us and with the world, easily reached from all points in this continent, North, Central and South America, and in all respects suited to hold a great World's Panama Exposition; and we therefore endorse New Orleans as the best point at which to hold the World's Panama Exposition in honor of the completion of the canal.

### TRI-STATE GRAIN DEALERS' ASSOCIATION DISCONTINUED.

Sec'y W. L. Beaton of Minneapolis, under date July 11 addresses the members of the Tri-State Grain Dealers' Association as follows:

"At a regular meeting of the governing board it was decided to discontinue this Association. You will, therefore, please accept this notice to the effect that the Association's books are closed, all obligations are settled in full, and no further assessments will be made.

"The support of the Association falling on a few, as it did, the governing board deemed it wise to close up the Association's affairs.

"The writer at this time wishes to take occasion to thank the members for loyalty shown the Association during the past year, and hopes to continue to merit your good will and confidence.

"In closing the office of the Association, it has occurred to me that there may be a considerable amount of legal business of different classes in the minds of the members, which might properly be taken up through the Association and its legal department; and in view of the facilities which the Association's legal counsel has for disposing of matters pertaining to the grain business, I am pleased to recommend that future business for the Association's members be turned over to Mr. F. A. Stewart of the law firm of Stewart & Johnson, offices at Nos. 926 to 932 Guaranty Building, Minneapolis, who has been attorney and counsel for the Association for some time past; and on account of his long connection with the grain trade and his good standing with the different representatives of the grain carrying railways, he is in a peculiarly good situation to dispose of all matters between the grain shipper and the claim traffic departments of the different railroads."

## HAY AND STRAW

First new (1910) timothy hay reached St. Louis on July 2 and sold for \$17 per ton.

The new alfalfa meal mill at Hagerman, N. M., has been completed and is now in operation.

A recent crop report issued by the Illinois Central railroad shows that the hay crop in Illinois will be short.

The Consolidated Alfalfa Mill at Frederick, Okla., commenced operations June 16. The machinery has all been installed.

The Great Western Milling Co. of Denver, Colo., is seeking a site in Kennewick, Wash., for the establishment of an alfalfa mill.

The new \$12,000 alfalfa mill in Fairbury, Neb., is operating full blast. The mill will have a capacity of twenty tons of the finished product a day.

Farmers in parts of Wisconsin and Minnesota have been paying \$16 a ton for hay which sold for \$9 last winter. The drouth has been unprecedented.

Entire fields of alfalfa in Utah have been destroyed by the weevil. It is estimated the damage to crops will reach hundreds of thousands of dollars.

The alfalfa mill at Artesia, N. M., which was destroyed by fire some time ago, will be rebuilt at once. A company was organized recently with \$20,000 capital.

A representative of a Colorado alfalfa meal milling company has been looking over the field in Wheatland, Wyo., with the view of establishing an alfalfa mill.

Alfalfa growers as well as grain growers of Kansas are worried over the scarcity of labor to handle the crops. Wages paid this year are about the same as last year.

Joyner Bros. have erected an alfalfa storage warehouse just east of Boyce, La. B. Meyer of Rapides, Rapides Parish, has also erected an alfalfa storage warehouse in Boyce.

A movement is under way in Modoc County, Cal., to establish an alfalfa meal mill. The plan is to form a stock company among the ranchers and erect a mill to cost from \$25,000 to \$50,000.

\*According to a crop expert who recently made a tour of inspection of the agricultural sections of Minnesota the hay crop has suffered so much from the drouth that rains would not better conditions. Farmers are selling horses and cows rather than pay the high price for feed.

Prof. E. P. Bull of the Minnesota State Experiment Station has issued a bulletin advising farmers to plant fodder corn where the hay and grain crop is short. According to the bulletin fodder corn can be planted to the middle of July and yield a good crop. Throughout Minnesota there is complaint of shortage of hay crop and several western states are in the same predicament.

The Capital Alfalfa Milling Co. plans improvements in its plant at Topeka, Kan., which will necessitate increase in capital stock of \$40,000. The public will be asked to subscribe the additional capital. A new factory is to be erected, 50x150 feet, with power house addition, 18x36 feet. A 150-horsepower gas engine will be installed. The buildings are to be of brick with concrete foundations.

"The shortage of the hay crop will ultimately have a material effect on the feeding situation," said James Simpson of New York. "The shortage will eventually be made all the more noticeable from the fact that it follows a shortage of about 6,000,000 tons in the hay crop last year, as compared with the previous year. The big shortage in hay in New York state is credited to the drouth of last fall."

Leading interests in the hay trade report prospects the poorest in five years. Conditions are particularly discouraging in the upper Mississippi valley and in Ohio and Missouri. Reports compiled from observations taken the last week in June show conditions in Illinois at 83, Indiana 79, Ohio 82, Missouri 81, Wisconsin 60, Minnesota 48, Iowa 67 and Nebraska 75. The crop is believed to have greatly deteriorated in a large part of that territory since the reports were compiled.

"For the first time," say Loftus-Hubbard Co., Minneapolis, on July 5, "Colorado alfalfa is offered on the local market. The drouth extends 150 miles west of Sioux City through the Elk Horn Valley. It is claimed by the producers that the crop will be less than one-half the ten year average. There is very little old hay of merchantable quality to be had through the Nebraska hay belt. New hay will not be ready for the market until the first half of August, and the demands of all kinds of hay continues very heavy. Saturday's quotations were very well maintained on today's market, notwithstanding the heavy arrivals over Monday. Straw, both rye and oats, is scarce, and with prevailing high prices we believe the shipper should market



at this time. Mill feed has advanced \$2 per ton the past ten days with prospect of still greater advances. We believe that feeders who purchase their season's supply of mill feed at this time will benefit by so doing."

The Commerce Commission recently dismissed the complaint of the National Hay Association against the increase in classification, resulting in a higher rate, applicable to hay and straw, in official classification territory. The Commission ruled that the fifth class rate is not now unreasonable.

The Otto Weiss Alfalfa Stock Food Co. will rebuild the plant at Wichita, Kan., that was partly destroyed by fire a couple of months ago. The capital stock will be increased from \$50,000 to \$100,000. There will be six fireproof buildings. The two branches of the business heretofore operated separately will be consolidated, the Otto Weiss Alfalfa Stock Food Co. and the Weiss Wholesale Flour & Feed Co. One-half of the new stock is to be subscribed by present stockholders, and the other half by alfalfa growers.

DELEGATE TO HAY CONVENTION.

President Tyng has appointed the following committee to represent the Grain Dealers' National Association at the Seventeenth Annual Convention of the National Hay Association at Cedar Point, August 23, 24, 25: Mr. Chas. England, chairman, Baltimore, Md.; H. S. Grimes, Portsmouth, O.; P. E. Goodrich, Winchester, Ind.; F. D. Voris, Neoga, Ill.; Daniel P. Byrne, St. Louis, Mo.

AVERAGE PRICES.

Average price per ton for top grades of hay in the leading markets for week of July 9:

Eastern group—	
This week .....	\$24.14
Last week .....	22.71
Year ago .....	18.66
Central, Western, and Southern Group—	
This week .....	\$19.35
Last week .....	18.28
Year ago .....	15.78

NEW RULE IN NEW YORK.

Beginning with new-crop hay, the members of the Retail Hay and Grain Dealers' Association of New York City will decline to purchase hay or straw baled with sticks, and for the purpose of marketing weights, a cardboard or shingle, not to exceed three inches square, must be used. The practice of baling with sticks has been decreasing gradually for quite a number of years and rules such as this will go far toward eliminating the "timbering" method entirely.

Some years ago, says the Hay Trade Journal, it was deemed necessary to use four sticks at least to keep the bale from breaking in two, but with the advent of better presses, sticks were found to be unnecessary. Some balers, prone to old methods, still continue to "timber" their hay, but the one-time practice has now become an abuse and dealers throughout the country should add their individual effort to that of this association in eliminating it. If each shipper will see that the resolution of the New York association has sufficient publicity in his section through the local papers, there will be no further excuse for the appearance of hay baled with sticks and much future trouble will be avoided in marketing. It is therefore to the interest of all that you take the proper steps at once to advise the balers of the ruling.

HIGHEST MARKET PRICES.

The following table shows the highest prices, also prices for No. 3 timothy hay in the markets as reported by the Hay Trade Journal July 9:

	Choice.	No. 3.
Boston .....	\$23.50	\$17.00
New York .....	25.00	20.00
Jersey City .....	24.00	19.00
Brooklyn .....	24.00	19.00
Philadelphia .....	23.50	20.00
Pittsburg .....	20.00	15.50
Pittsburg, prairie .....	11.50	....
Providence .....	24.00	18.00
Buffalo .....	20.00	15.00
Baltimore .....	23.00	20.00
Washington .....	21.00	17.00
Richmond .....	22.00	16.50
New Orleans .....	22.00	17.00
New Orleans, prairie .....	11.50	....
Newport News .....	21.50	....
Kansas City .....	15.00	9.00
Kansas City, prairie .....	11.50	....
Chicago .....	19.00	15.00
Chicago, prairie .....	16.00	....
St. Louis .....	18.00	13.00
St. Louis, prairie .....	14.00	....
Cincinnati .....	20.00	15.75
St. Paul .....	21.00	17.25
St. Paul, prairie .....	18.00	....
Minneapolis .....	19.50	14.00
Minneapolis, prairie .....	18.50	....

CANADIAN HAY TRADE.

As the time approaches for the in-gathering of the crop of hay in this province, and Eastern Ontario, the offerings of old hay become more liberal especially as regards the lower grades. Strictly No. 1 hay is still scarce; but all grades below it are 50c per ton lower than they were a week ago. Cable advices from England are also of an easier tenor, prices being reported lower in London, Liverpool and Glasgow. Regarding the crop the Ottawa Valley gives splendid promise of a large yield of excellent quality, of both timothy and clover. Advices from the north shore as well as the South side of the river give equally glowing reports of the crop, and it now remains to be seen if it can be gathered in good condition. Present appearances seem to be in its favor.—Montreal Trade Bulletin, July 9.

AUCKLAND AGRICULTURAL COMPANY'S ALFALFA MILL.

The "big job" of the season in alfalfa mill construction is the Auckland Agricultural Company's mill at Olney Springs, Colo., the contract for which has been given to the Williams Patent Crusher and Pulverizer Co. of St. Louis, the specifications calling for a mill with No. 5 Williams outfit complete, with capacity of six to eight tons per hour.

Mr. Auckland, president of the Colorado company, on examination found so many successful alfalfa mills using the Williams machines that he concluded they must be right and placed his order for them. At the same time, he saw so many cheaply built mills, calling for excessive insurance rates, that he decided to avoid that blunder, having perfect faith in the future of the alfalfa meal business; and so ordered his plant constructed as nearly fireproof as possible, using structural steel for the frames of his buildings with concrete floors and reinforced concrete walls and fireproof roofs—using no timber whatever in the construction.

The sizes of the buildings are as follows: Power house, 44x44 feet; mill house, 36x70 feet; warehouse for finished products, 60x160 feet; hay house, immediately back of mill, 42x260 feet by 24 feet to the eaves. The sides of the hay house are reinforced concrete for 8 feet above the ground line to the bottom line of the sliding doors, which are on either side of the house, and extending from end to end and arranged to accommodate twenty teams at one time, if necessary. In the loft, fastened to the trussing, is arranged a novel double-track unloading device for carrying sling loads and returning the empty sling to the wagon.

In the mill house a No. 5 Williams Mill has a hay carrier reaching out 250 feet into hay house. The shafting and belting as well as all other connections are strong and the best that money can buy, characteristic of the Williams line. The shaft driving the mill is 4 15/16 in diameter and is arranged with a Williams Friction Cutoff Coupling, permitting the operator to throw mill in or out at will without stopping the engine. Four packers are used, and a large suction fan and Williams Latest Improved Alfalfa Cyclone, together with tubulars, takes care of the blow. The mill is as near automatic as is possible to make.

The railroad company has built a siding to the mill site, and the first delivery of building steel arrived early in July. The contract calls for the mill to be running in September and Mr. Auckland has already booked meal for September delivery.

Mr. Auckland has been a successful raiser of alfalfa for years and has given the manufacture of meal much study. He has visited all the larger mills in this country and made a trip to Europe for further investigation. He considers the business is in its infancy only. He himself has a "little patch" of alfalfa of 1,200 acres, on part of which the mill is located. From this land he expects to make four cuttings, the first having run 2½ tons per acre, and he has secured contracts for hay from adjoining lands which will insure a nice season's run without milling-in-transit. Mr. Auckland says he expects to have a mill that will make some people he knows "sit up and take notice."

Since closing up with Mr. Auckland the Williams Company's representative has closed a contract with the Purity Milling Co., of Manhattan, Kan., for a complete mixing plant, being the second order from the Manhattan people. A letter addressed to A. G. Olds, Manhattan Hotel, Wichita, Kas., will bring information to anyone anxious to know more about the Williams line of machines.

Edwin S. Holmes, former statistician in the Department of Agriculture, who several years ago leaked and fled to Europe, pleaded guilty to the charge of giving out advance information on the Government's cotton report and was fined \$5,000 at Washington on June 29.

Montreal is now well equipped for the quick and cheap handling of grain, and charges only a quarter of a cent a bushel to take the grain into the house; free storage is given for twenty days and another quarter of a cent is charged to take it from the elevator and put it in the hold of an ocean steamer.

OBITUARY

Stephen A. Hendee, wealthy grain dealer and merchant, died at his home in Bushnell, Ill., recently.

A. R. Sawers, for many years a leading cash grain handler on the Chicago Board of Trade, passed away in Chicago June 21.

Charles A. Pake, agent for the Bantry Farmers' Elevator Co., in Bantry, N. D., ended his own life by hanging recently. Overwork and worry were ascribed as the cause.

Emil Sandmeyer, employed in the State Grain Inspector's office in Chicago, died at his home in Waukegan, Ill., June 27. He had been prominent in civic, secret and church societies.

Timothy B. Murtagh, wheat buyer for the Sheffield Elevator at Madison Lake, Blue Earth county, Minn., passed away July 5 as the result of cancer of the stomach, aged 55 years. He was born near Baltimore, Md., and resided in Madison Lake fifteen years. He is survived by his widow and eight children.

Adolph Heller, member of the Chicago Board of Trade and prominent in business circles throughout the west, died July 5 in Seattle, Wash., aged 63 years. Death followed an operation from an abscess of the ear. At various times he had operated packing-houses in packing centers. Decedent is survived by three sons and one daughter.

M. P. Miller, for more than twenty years in the grain business at Russell, Kan., died in that city on June 29 as the result of cancer of the liver. He was born in Lancaster county, Pa., in 1854 and came to Russell in 1879. He is survived by six children. The grain business from which he retired in 1909 is now conducted by his son Paul.

Andrew B. Robbins, founder of Robbinsdale, Minn., and prominent in the early history and development of Minneapolis, died at the former place on June 16. He organized the Northwestern Elevator Co. and State bank at Willmar, Minn. He also served in the State Legislature. Decedent was born in Phillips, Maine, in 1845, and is survived by his wife and five daughters.

Stephen Rand Shepard, one of the best known grain merchants of Louisville, Ky., died on June 16 after a long illness, aged 83 years. He was born in Point Pleasant, W. Va., and had resided in Louisville since 1845. In that year he engaged in the salt and grain business with Louis Raffner. He was a devoted church worker. He is survived by his widow and four children.

James Macaulay, one of the oldest grain merchants in Philadelphia, Pa., died at his home in Hammonton, N. J., June 24, aged 78 years. He was born near Belfast, Ireland, and came to the United States when a boy. He engaged in the grain business with his brother in Philadelphia. Decedent was the second oldest member of the Corn Exchange. He bore a striking resemblance to former Governor Pennypacker. He is survived by his widow and three daughters.

John R. Magin, former member of the Chicago Board of Trade, and at one time a partner of "Old Hutch," the famous Chicago wheat operator, was found dead in a cottage he had just taken for the summer at Sea Cliff, L. I., recently. Death was due to asphyxiation. Decedent was 62 years old and had been a resident of Chicago up to eight years ago, when he moved to New York. He is survived by his wife and two daughters.

Solomon B. Stebbins, proprietor of the City Flour Mills in Boston, Mass., and long prominent in Republican politics of that city, died in West Roxbury, Mass., recently as the result of indigestion. Born in Warren, Mass., in 1830 he had lived in Boston since 1858. In that year he and M. F. Andrews established the first combined grain elevator and warehouse in the Hub. He was twice elected to the State Assembly on the Republican ticket, once to the House and once to the Senate. He also served in the Boston city council and was once the Republican mayoralty candidate.

Charles W. Baer, for many years connected with the grain trade of Baltimore, Md., died in that city July 6, aged 70 years. He had been ill for more than two months. He was prominent in banking and trust circles. Born in Alexandria, Va., he was educated in the private schools of Baltimore. Shortly after reaching his majority he engaged with his brother, George H. Baer, in the flour commission business under the style of Baer & Bro. With the building of the great grain elevators at Locust Point and Canton, both in Baltimore county, the firm gave up its flour warehouses and confined its activities to handling elevator grain. Mr. Baer retired from active commercial life in 1887, but when the Baltimore Trust & Guaranty Co. was organized in 1889 he was called to the position of treasurer. He is survived by his widow.

The Washington state Supreme Court has refused a rehearing of the inspection case; and grain inspection in that state has been legally annihilated.



## PERSONAL

J. M. Davis has closed a contract to manage the Omadi Co-operative Grain Elevator at Homer, Neb.

James Morris has been appointed manager of the Thompson & Christopher Elevator at Linn Grove, Iowa.

J. J. McGraw has been engaged as manager for the Farmers' Co-operative Elevator at Granville, N. D.

William M. Jones of Yanceyville, N. C., has taken charge of the Farmers' Elevator Company's elevator at Lisbon, N. D.

C. A. Bell of Medina, N. D., has succeeded A. P. Rankins as grain buyer for the Powers Elevator Co., at Marion, N. D.

George Miller has succeeded J. W. Mann in charge of the business of the Van Mickel-Meitzger Elevator Co., at Rushville, Neh.

Anton Welle has severed his connection with the elevator at New Munich, Stearns county, Minn., and has been succeeded by Andrew Bauer.

Albert Halifax has been engaged to manage the elevator at Dimondale, Mich., recently purchased by Crane & Crane of Eaton Rapids, Mich.

W. E. Zimmerman, who has had charge of the Western Grain Company's elevator at Clinton, Wis., is now in charge of the same concern's elevator at Dale, Wis.

John J. Bryant, member of the Chicago Board of Trade, will be the organization candidate for the Democratic nomination for Congress in the Sixth Illinois district. He will make a hard contest to defeat William J. Moxley, of hutterine fame, who will again have Senator Lorimer's backing.

[For the "American Elevator and Grain Trade."]

### ST. LOUIS GRAIN & FLOUR NOTES.

BY L. C. BREED.

An agreement has been reached between the Illinois Railroad and Warehouse Commission and the Merchants' Exchange by which the Commission will in future waive the weighing of grain in East St. Louis and towns surrounding and only Merchants' Exchange weighing will be required, thus placing the east side points on the same basis as St. Louis proper. This arrangement is a victory for Illinois shippers to this market, and incidentally will increase the importance of St. Louis as a grain receiving center.

The directors of the Merchants' Exchange have been invited by the Upper Mississippi River Improvement Association to send delegates to the convention in St. Paul.

An invitation has been received by the directors of the Merchants' Exchange to delegate members to the convention of the National Hay Association in Cedar Point, O., August 23 and 24.

The curb, politely known as the "afternoon session," has been abolished by the directors of the Exchange.

The members for the most part are opposed to the proposition, originating in Chicago, to extend the daily session from 1.15 to 2 p. m., and recently an invasion of the Chicago Board of Trade was planned on the occasion of a vote on this question, as St. Louis has about twenty members of that body. It is desired to co-operate with members of the Chicago Board of Trade resident in other cities who desire to wage war against the extension of the session.

The Merchants' Stock & Grain Company, with the head of the company under a five-year sentence to the penitentiary, has quit business. The local headquarters was said to be one of three hundred branches and consequently was one of the largest bucket-shops in the country.

A twenty per cent increase in the amount of grain received at St. Louis during the half year over the corresponding half year of 1909, is shown by Secretary Morgan's statistics. The increase amounted to 4,409,831 bushels of various kinds of grain. The record of the two half years is as follows:

	Bus. 1909.	Bus. 1910.
Wheat .....	4,337,176	5,560,687
Corn .....	11,822,150	13,601,500
Oats .....	7,864,135	9,933,160
Barley .....	1,684,800	977,100
Rye .....	115,463	161,108
	25,823,724	30,233,555

The P. P. Williams Grain Company has closed out its business at East St. Louis.

There was no session of the Exchange on Saturday, July 2, and consequently the brokers had an opportunity to hie away to the woods and streams and remain until Tuesday morning, July 5th.

Missouri's champion cow at the State Experiment Station, which gives fifty quarts of milk a day on 65 cents worth of feed, has been provided with an electric fan in its stall. As an illustration of the difference between a blooded animal and scrub

stock, this cow, chewing its cud in luxurious accommodations, furnishes a striking example.

The annual outing of the St. Louis Grain Club took place July 9th at the ranch of B. H. Lang. About 150 members attended and were conveyed from the city in thirty automobiles. The "exercises" consisted of lean and fat men's races, three-legged and sack races, base ball and a barbecue. It is reported the brokers ate up ten lambs (four-legged, not two-legged).

The Perry C. Smith Grain Company of Kansas City, Mo., has been incorporated. Capital stock \$4,000. Incorporators—Perry C. Smith, Cecil E. Mann and Louis N. Reis.

The Wayne Bros. Grain Company of Delevan, Ills., certifies to an increase in capital stock from \$24,000 to \$36,000.

The Southwestern Stock Food Company of Oklahoma City, Ok., has been incorporated. Capital stock \$100,000. Incorporators—W. H. Furse, T. Woods and E. V. Robnett.

[For the "American Elevator and Grain Trade."]

### TOLEDO GRAIN TRADE NEWS.

BY E. F. BAKER.

Wheat harvesting in Northwestern Ohio will be well under way before the middle of the month. Fields are now ripening in good shape and all indications point to a splendid yield of good quality. There are some complaints from various sections of poor stand but this condition is certainly not general in Ohio, and those best posted predict at least a normal yield. Samples of growing wheat brought to Produce Exchange from fields near Toledo show that the berries are unusually plump and well filled, the head large, and the condition generally satisfactory. New wheat is not expected in the Toledo market for two or three weeks yet in any large quantities. In the meantime the old crop is getting fairly well cleaned up and receipts have been satisfactory for this time of year. During the week of July 9 24,500 bushels came in as against shipments of 11,200 bushels. Despite the fact that there has been no export flour trade the mills have been doing a normal business and consuming their usual quota of wheat. The accumulation here has been gradually reduced until the local supply at July 9 was estimated at 114,380 bushels.

The new crop of oats also promises to be highly satisfactory throughout this section. About the only complaint heard recently has been the fact that some fields have headed short, but the conditions have been greatly improved by recent rains which have materially aided the filling process. The acreage is large, and while oats will not be ready for cutting for a couple of weeks yet, the prospect is by no means discouraging. Farmers and small elevators have been liberal sellers recently, in an effort to provide hin room for the new crop. As a result the local oats receipts have been larger than usual, being about 92,500 bushels during the past week. There has been an active Eastern demand for Ohio oats, and over 49,000 bushels were shipped out during the same period. Liberal shipments, together with heavy home consumption, have held stocks down to a low point, estimates fixing the available supply at 51,430 bushels.

Growing corn is making rapid progress in this section and has been able to about overcome the delay in planting, most of the crop being now as far advanced as ordinarily at this season of the year. Some fields show a rather light stand but the color is exceptionally good and aside from this feature, is in a highly satisfactory condition. Weather has been almost ideal, with plenty of sunshine and many scattered local showers. Local dealers have done a nice business in corn, there being a disposition on the part of holders to sell under existing conditions. Corn receipts have amounted to 64,900 bushels during the week, most of which has been of satisfactory quality. Out of 54 cars five graded No. 2, 41 No. 3, three No. 4 and five cars Sample. Corn has been in good demand, shipments aggregating 30,300 bushels. There is but a small supply on hand, estimates placing the amount at 46,497 bushels.

Mr. and Mrs. Fred Jaeger and Mr. and Mrs. Fred Haigh recently made a motor trip to New York, Washington, Philadelphia and Atlantic City.

The flouring mills and elevator of the Semler Co., at Hamilton, O., were destroyed last Saturday by fire, entailing a loss of \$100,000, mostly covered by insurance. This mill has been burned eight times in 25 years. The origin of the recent blaze is unknown.

A grain elevator at New Riegle, O., together with about 5,000 bushels of wheat, corn and oats, was recently consumed by fire. It was operated by Sneath & Cunningham of Tiffin and owned by Michael Marks. The contents were well protected by insurance and the building also partially covered.

Waiton E. Stone, secretary of the Churchill Grain & Seed Co., has returned from an extended trip through the Rocky Mountains districts. "I saw some of the finest crops I ever laid my eyes on," said he. "Riding through Nebraska I looked over some wonderful corn. Its color was the best I ever

saw and there seemed to be nothing whatever the matter with it. Those parts of Colorado and Utah under irrigation appeared to have wonderful prospects."

The following were recent visitors at the Toledo Produce Exchange: J. H. Mason, Monroeville; F. A. Jenkins, Norwalk; S. J. Harkins, Collins; J. Wolf, Lindsey, T. E. Underwood, Sycamore; G. Graham, Sandusky; C. C. Devine, Cincinnati; Henry Pfafenbaugh, Elmore; C. H. Schug, Monroeville, J. D. Loyd, Alexandria; G. Dull, Deshler, and Geo. R. Fishburne, Charleston, S. C.

The Bank of Ottawa recently brought suit against the E. E. Evans Co., asking that a receiver be appointed and a judgment be given on a \$2,000 note held by the bank. The Gilboa Hay Co., and Banner Perkins are made co-defendants as endorers of the note. The Evans Co. is engaged in buying hay and grain and has warehouses located in a number of Northwestern Ohio localities.

Farmers in this section are finding considerable trouble in securing sufficient help for the harvesting of their crops. A large floating crowd of tramps is to be found at most any time along the various railways but when any mention of work is made they make tracks as if to escape the plague. There never was a time according to reports when farmers found it as hard to secure suitable laborers for field work.

Henry Pfafenbaugh of Elmore was a recent visitor on 'change and stated that wheat cutting will be started in a day or two in Ottawa County. He believes much, if not all, the damage in the spring wheat territory will be offset by returns from the winter crop. Mr. Pfafenbaugh reports corn as greatly benefited by recent rains and says that moisture is just the thing to fill out oats and make for large and heavy berries.

State School Commissioner Zeller, in a recent address before the Ohio Teachers' Association at Sandusky, O., declared that means must be provided to produce a food supply equal to increasing population and that agricultural teaching alone would solve the problem. He declared that one of the greatest present educational needs is more country high schools, and he urged that agriculture be taught in all of them.

Toledo grain men and millers who attended the Minneapolis convention and the trip to Yellowstone Park have returned highly elated over their outing. Among those who attended the meeting was E. W. Camp and family, Fred Mayer and family, A. Merwell and family, Henry Goemann and family, C. S. Coup and family, W. H. Haskell and family, David Anderson and J. J. Southworth. Mr. Southworth continued the trip westward, taking in the big fight at Reno, and is now in California.

Work on the new building of the East Side Elevator Co. has been stopped by order of Service Director Cowell of Toledo on complaint of property owners that the structure is encroaching on Miami Street. Strenuous opposition has been manifested by H. J. Whitmore who, it is said, threatened to blow up the building with dynamite if the council permits its erection. The city engineering department has been instructed to run the lines of the street, and in the meantime the building is at a standstill until the matter can be definitely determined.

No action has yet been taken looking to the establishment of an agricultural experiment station in Lucas County. Under a recently enacted law the county commissioners of any county in the state are authorized to establish an experiment farm upon the filing with the county auditor of a petition signed by not less than 5 per cent of the electors. When this petition is filed the commissioners submit the proposition to a vote of the people and if carried they may levy a tax, not to exceed one-fifth of a mill for the establishment of an experimental farm. It is probable that petitions will be circulated at no far distant date.

As a result of a clever piece of detective work on the part of Chief Grain Inspector E. H. Culver and other local grain dealers, a veritable hot bed of local petty thievery and a school of crime with its modern fagins has been unearthed in Toledo. For several months grain dealers have been annoyed by a series of thefts from cars on track in the city, in many instances the perpetrators knocking holes in the side of a car or boring holes in the bottom, permitting grain to escape and then carting it away. As a result of an investigation of the trouble, thirty-two small children have been arrested and brought before the Juvenile Court. These juvenile offenders claim to have been operating under the direction of certain poultry raisers who took this method of securing cheap feed for their flocks. Five men and one woman were served with warrants last week from the Criminal Court, and it is said some wholesale prosecutions will follow. The defendants have entered pleas of "not guilty" and demanded jury trials. Their cases will be disposed of within a few days. It is probable that the children will in most instances be released with a reprimand from the court, but those who have been responsible for their conduct will be prosecuted to the full extent of the law.



## IN THE COURTS

The jury in the case of John Mitchell vs. the J. Rosenbaum Grain Co., at Dallas, Texas, awarded plaintiff \$6,000.

Michael H. Enwright of East Walpole, Mass., recently filed a petition in bankruptcy, with liabilities of \$541 and no assets.

The court at Sioux City, Iowa, recently decided in favor of defendant in the case of the Jolley Farmers' Elevator Co. of Jolley, Iowa, against the Central Grain Co.

S. Schmits pleaded guilty in court at Pembina, N. D., to the embezzlement of less than \$50 from an elevator company at Joliet, N. D., and was sentenced to one year in the penitentiary.

Louis Leftwich has been appointed receiver by the referee in bankruptcy at Nashville, Tenn., for the Doyde Mill & Elevator Co. A petition in involuntary bankruptcy was recently filed against the concern.

John W. Radford, former state grain inspector of Kansas, must stand trial on the charge of embezzling state funds from the Wyandotte County Courts. The Supreme Court has reversed the decision of the lower court in quashing the information against Radford.

In the garnishment proceedings of B. C. Christopher & Co. against the National Bank of Commerce at Wichita, Kan., growing out of the giving of a check by H. D. Pennington to the grain firm for \$1,000, the bank has filed answer that Pennington has \$200 deposited there. The check for \$1,000 was not honored by the bank.

Alleging that Loring J. Smith, former general manager of the Ohio Milling & Elevator Co., had converted over \$12,000 of the concern's funds to his own use, the receiver at Marion, Ohio, recently instituted suit against the United States Fidelity and Guaranty Co. for \$5,000, the amount of Smith's bond. Smith recently was sentenced to three years in prison at hard labor for embezzlement.

Frank Drew has brought suit at Greenville, Ohio, for \$912.52 with 6 per cent interest from June 3, 1910, against the Phoenix Grain & Stock Exchange, T. A. Wallace and Adam Schantz. Plaintiff alleges defendants operate a bucket shop in Greenville and that they have received from him upon wagers, margins on stocks and grain the sum of \$1,346.27 and have returned to plaintiff the sum of \$435.75.

A verdict for defendant companies was returned in the suit of Edward J. Sheehan, a lineman, for \$20,000 damages against the Old Colony Street Railway Co. and the Eastern Grain Co., both of Bridgewater, Mass., in the Plymouth County Superior Court recently. Sheehan fell from a pole which carried the wires furnishing power to the grain concern. Both legs were broken and he was otherwise injured.

The Supreme Court of North Dakota has affirmed the finding of the District Court at Emerado, N. D., in favor of the Farmers' Elevator Co. at Emerado against the Farmers' Bank of that place for \$1,500. The case grew out of the embezzlement of John Hempstead, an official of the elevator company as well as of the bank. The elevator company alleged that \$1,500 was due it from the bank, while the bank put in a counter claim on an overdraft.

In the action of the Chicago Board of Trade in the United States Circuit Court for an injunction to restrain the Price Commission Co. of St. Louis, Mo., Thomas E. and Burtis Price, from receiving its quotations on the ground that the concern was operating a bucket shop, Thomas E. Price filed an answer denying his connection with the Price Commission Co., and the action as to him was dismissed. Since suit was filed the Price Commission Co. has gone out of business.

The Federal Court at Little Rock, Ark., has awarded the Rock Island railroad \$205,767 against the estate of T. H. Bunch & Co., the grain concern which failed some months ago. The railroad's right in court was attacked on the ground that it had delivered freight to Bunch without surrendering bills of lading and thereby violated a criminal law. However, as the railroad proved it had paid all outstanding claims against the bills of lading the Court held it was entitled to recover from the commission company, regardless of the criminal law.

Injunction proceedings were recently instituted in the District Court at Wichita, Kan., by C. B. Gaunt against the McCullough Grain Co. The proceedings are the outgrowth of a former partnership existing between Mr. Gaunt and Mr. Winthrop of the McCullough Grain Co. in the C. B. Gaunt Grain Co. and the Western Grain Co. Upon dissolution of the partnership an arbitration board was appointed to dispose of the assets. The board awarded Mr. Gaunt all the assets of the Western Grain Co., including buyers' and sellers' lists, which were lists of grain dealers, millers and seed dealers. It is alleged that there were 2,000 names on these lists and which were of great value to any

grain firm as a working asset. The petition urges an injunction to prevent the use of these lists.

The Logansport Loan & Trust Co. has filed a petition in the Circuit Court at Logansport, Ind., asking permission to institute proceedings against E. W. Wagner, a member of the Chicago Board of Trade, to recover money alleged to have been lost by the late John F. Johnson of the Johnson Elevator Co., who ended his life by drowning. Johnson had received notice from several banks that he would be prosecuted unless he raised funds to cover checks which he issued.

Edward A. Durant, president of the firm of Durant & Elmore, grain merchants of Albany, N. Y., who recently failed, was indicted by the Albany County Grand Jury June 27 on four counts for grand larceny. Durant was arraigned and held for trial under \$10,000 bail. Gibson Oliver, former treasurer of the concern, and two others were also indicted for grand larceny. The indictments are the outgrowth of alleged irregularities in the conduct of the business of the failed firm.

The Circuit Court at Corunna, Mich., has decided that the National City Bank of Chicago, the Wisconsin National Bank of Milwaukee, the Brooks Elevator Co. of Chicago, must suffer loss as a result of the recent bank failure at Vernon, Mich. Drafts amounting to more than \$3,000 had been paid to these concerns through the failed bank. The Court ruled that while they were preferred claims, as contended, all the money but \$810 had been used by the failed bank. The bank will pay 55 cents on the dollar.

Issac Lafferty was recently awarded a judgment for \$2,595.50 in the Circuit Court at Clinton, Ill., against D. Pletsch and T. R. Pletsch, who conduct a grain elevator at Parnell, Ill., on a delivery of corn. Plaintiff alleges he contracted with defendants for the delivery of 7,000 bushels of corn at 50 cents a bushel. Defendants would not pay the full fifty cents, asserting the corn did not grade according to contract. Defendants were prepared to pay for 3,000 bushels at 43 cents, 1,200 at 47 cents and the balance at 50 cents.

An action to prevent alleged infringement of grain elevator patents has been brought in court at Toronto, Can., by the Barnett, McQueen Co., Ltd., of Winnipeg, Man., against the Canadian Stewart Co., Ltd., of Montreal, Que. Plaintiff alleges defendant company has made, sold and is making grain elevators on patents of Finlay R. McQueen and asks an injunction to restrain defendants from further manufacturing the articles covered by the patent; for the destruction of those on hand and for an accounting of profits.

The Court at Pekin, Ill., recently found for plaintiffs in the suit on contract for grain of Quigg, Railsback & Co. of Minier, Ill., against Edward Smith. The award was for \$60. The evidence showed that defendant had contracted to sell his corn, grade 3, for fifty cents. The latter contended that plaintiffs insisted that the quality was not grade 3, whereupon he sold to the Mackinaw Elevator for sixty cents. Plaintiffs averred the corn had not been tendered to them and the court held they were entitled to damages for the difference.

The Illinois Supreme Court has affirmed the verdict of the lower court in the case of the Northwestern Grain Elevator Co. of Peoria against R. R. Smiley, a farmer of Warren County, Ill., for \$3,500 damages. Defendant's application for a writ of certiorari was denied. Defendant contracted to deliver to the elevator company 20,000 bushels of corn on March 1, 1908. On failure to deliver the company instituted suit, alleging that it had resold the corn and that the market advance would make the concern suffer loss. The legal question was over the construction of the contract. Defendant contended that delivery was to be made March 1 if the roads were passable.

The defendants in the injunction proceedings of the Chicago Board of Trade against the Herbert E. Gooch Co. hope to disprove the allegations of stolen quotations by showing that the Lincoln, Neb., Grain Exchange was open one hour and a half earlier on May 20 than the exchanges at Chicago, St. Louis, Kansas City and Omaha. In a recent affidavit Herbert E. Gooch maintains that the exchanges in the larger cities did not open until 11:30 a. m. on May 20, in observance of the burial of King Edward. The Lincoln Exchange, he asserts, opened promptly at 9:30 a. m. and during the hour and a half transacted an unusually large amount of business. He cites quotations for the day.

### ARBITRATION DECISION.

The following decision on arbitration cases are kindly supplied by Sec'y G. J. Gibbs of the Texas Grain Dealers' Association:

#### CONFUSION OF IDENTITY.

Keel & Son vs. The Blair Elevator Co.—[E. R. Kolp, E. W. Crouch and E. W. Rollow, committee.]—Claim filed before the arbitration committee of the Texas Grain Dealers' Association by Keel & Son of Gainesville, Texas, against the Blair Elevator Co., of Atchison, Kansas, wherein plaintiffs

seek to recover \$40 alleged to be due on defendants' failure to ship 1,000 sacks of corn chops.

The testimony before us shows that on Dec. 16, 1909, plaintiffs wrote defendants offering \$1.43 for 1,000 sacks pure corn chops delivered Group 1 points, Texas, ten days' shipment. Dec. 18, 1909, defendants wire accepting this offer and appear to have confirmed by mail, the confirmation being dated Dec. 20, 1909, and numbered 8. A duplicate of this confirmation is before us in the file of papers, and it appears to have been accepted by Keel & Son under date Dec. 22, 1909.

On Dec. 18, 1909, plaintiffs confirmed the purchase by mail to the Blair Elevator Co., but stipulated a price of \$1.46 basis Texas Group 3. On Dec. 20th defendants wrote plaintiffs calling attention to this discrepancy in price and that same should be \$1.47, the freight difference to Group 3 points being 4 cents per 100 pounds.

On Dec. 18, plaintiffs wrote defendants advising that they had wired them an offer of \$1.42 delivered Group 1, ten days' shipment. It appears from the record that plaintiffs addressed this message by error to the Blair Milling Co. at Atchison, Kansas, and that it was received by the Blair Milling Co. to read \$1.46 delivered Group 1. The Blair Milling Co. accepted the offer.

It appears that Keel and Son confused the two concerns in Atchison and that the Blair Elevator Co. discovered this about the 22nd day of December. On that date the defendants wired and wrote the plaintiffs that they could not book at \$1.46 Group 3, and to cancel confirmation No. 8.

We are of the opinion that by reason of the confusion in the two Atchison firms on the part of plaintiffs the minds of the parties never met, and therefore no actual contract resulted.

If by reason of any wrongful delivery of telegrams plaintiffs have suffered any loss, recourse should be made on the telegraph company and not the Blair Elevator Co.

Judgment is therefore rendered against the plaintiff, and the secretary is directed to return the deposit fee of plaintiffs.

#### DELAYED BILL OF LADING.

J. H. Pruitt Grain Co. vs. Dorsey Grain Company.—[Same personnel of committee.]—Claim filed before the arbitration committee of the Texas Grain Dealers' Association by J. H. Pruitt Grain Co. of Oklahoma City, Okla., against Dorsey Grain Co., of Fort Worth, Texas, wherein plaintiff seeks to recover \$126.68.

On June 28, 1909, plaintiff, the J. H. Pruitt Grain Co., sold to defendant, the Dorsey Grain Co., 3,000 bushels of No. 2 Hard Wheat for shipment during the month of June, 1909. Two cars were shipped during contract time and were applied without discount.

The third car, C. R. I. & P. 52301, according to the date of the bill of lading, was shipped from Iugersoll, Okla., June 30, 1909. Defendant claims to have information that the car was not shipped until July 3, 1909. Invoice was furnished by wire July 1, 1909, and also by letter same date. No regular invoice seems to have been furnished. The draft with bill of lading attached was detained in its journey from the original shipper to the defendant until July 20th, when it was presented through a bank at Fort Worth. During all this time the defendant was calling upon the plaintiff for the bill of lading. A voluminous exchange of telegrams, letters and telephone communications passed between the parties, complicating the issues considerably, but finally, on July 21, 1909, defendant wired plaintiff as follows:

*"Your unreasonable delay furnishing in lading justifies refusing, but if wheat not damaged will accept. Better wire bank hold draft without protest. Will not pay now."*

The cause of this wire being a storm then raging at Galveston, where car had arrived July 20, 1909. On this telegram the committee finds for the plaintiff. The proposition was dependent only upon the safe deliverance of the car from the storm. On July 24, 1909, the wheat graded No. 2 Hard, 61 test, the draft was paid, and stipulation of July 21 was fully complied with. Three thousand bushels were applied at the contract price of \$1.31 delivered Galveston. There was a surplus in the three cars of 23,600 pounds, which by agreement was to be applied at market price on day of arrival, which we find was \$1.22 per bushel. Statement of the account follows:

By 3,000 bus. No. 2 Hard Wheat at \$1.31...	\$2,930.00
By 23,600 lbs No. 2 Hard Wheat at \$1.22...	479.86
By amount draft reduced .....	250.00
To freight car R. I. 52301.....	\$ 211.00
To freight car R. I. 18517.....	224.38
To freight car R. I. 33211.....	284.50
To draft car R. I. 33211.....	1,425.00
To draft car R. I. 53201.....	1,075.00
To draft car R. I. 18517.....	1,175.00
Amt. due J. H. Pruitt Grain Co..	81.26

\$3,659.86 \$3,659.86

Therefore we find for the plaintiff in the sum of \$81.26.

The Dorsey Grain Co. is ordered to pay to J. H. Pruitt Grain Co., promptly, at Oklahoma City, Okla., the sum of \$81.25, and the secretary is directed to return plaintiff's deposit fee.



## FIELD SEEDS

Geo. Hughes of New York vetoed a bill for a law providing for seed inspection.

Ging & Co. are building a large two-story seed house on the I. C. right of way at Kinmundy, Ill.

D. M. Ferry & Co., Detroit, have reincorporated for thirty years with a capital of \$1,050,000, being an increase of \$250,000.

The partnership of M. & M. Seed Co., Larimore, N. D., has been dissolved, S. F. Mercer retiring and J. H. Magoris continuing the business.

The Western Washington Experiment Station at Puyallup is conducting an interesting test of hybrid seeds and sprouts, chiefly of berries and fruits.

W. R. Reeves, president of the East Tennessee Farmers' Institute, this season succeeded, from a single grain of wheat, in producing a head of wheat containing 1,600 grains of wheat.

A number of farmers near Dunlap, Ia., have about decided to begin suit against a certain farmer who sold them seed corn guaranteed 90 per cent good, but which proved to be very poor.

The Southern Kansas Millers' Club has organized a good seed wheat campaign, and has contributed \$5,000 for the work, which is to be conducted in connection with the college at Manhattan.

The Binding-Stevens Seed Co. has been organized at Tulsa, Okla., by W. J. Stevens of Wichita, C. R. Binding of Muskogee, and J. W. Binding, Lewis Orth and J. W. Stratton of Tulsa; capital, \$75,000.

A county corn-growing contest has been started by the superintendent of schools of Green County, Mo., to the prizes of which the congressman of the district has agreed to add three on his own account.

Bean planting in both New York and Michigan has been backward this spring, owing to weather conditions. The acreage will be increased, according to reports to Orange Judd Farmer—in some localities it will be double that of 1909.

The Galloway Brothers-Bowman Co. has been incorporated at Waterloo, Iowa, to grow, breed and handle seed corn and oats. The capital stock is \$300,000; Wm. Galloway, president; J. W. Galloway, vice-president; Prof. M. F. Bowman, secretary-treasurer.

The Missouri report for July says that reports differ widely as to timothy and clover. Some say timothy is excellent, others that there is a poor prospect for a hay crop. Timothy condition, 79; clover, 80; alfalfa, 85; some clover has been cut and is good.

A special series of prizes will be offered at the Virginia State Fair (October 3-8), called the "King Corn Special." The classification provides for selected ears, and for stalks with ears, and acre yields, the prizes totalling \$1,500 in all, with two supplemental prizes of \$500 each for best acre yield.

A report from Juliaette, Idaho, says that the farmers on the tributary ridges are this season cultivating 3,000 acres of beans. The average production is about 800 pounds per acre, while records of 1,500 pounds per acre have been made. The Potlatch beans are generally sold from 3½ to 4¼ cents per pound. This crop is particularly valuable to the farmers of this section because it is grown upon land that would otherwise be idle for summer fallow purposes.

The Ohio State Board of Agriculture has started an "Acre-of-Corn" contest. The acre is to be either 8x20 or 10x16 rods; and the rules provide that the product must be husked on the stalk between November 1 and 15; that the ground shall be measured and corn husked and weighed by three persons to be appointed by commissioners of the county in which it was raised; after weighing the committee will select and shell one hundred ears and from this the yield in shelled corn of the entire acre will be estimated; the committee must sign a statement that the statements made are correct. This certificate must be in the hands of Secretary Sandles not later than November 22. The envelopes are to be opened and winners announced by a disinterested committee of three persons to be named by the governor. No person can get more than one prize. Entries close August 20.

In forwarding to the Department of Commerce and Labor the names and addresses of firms in Madgeburg handling timothy and clover seed, Vice-Consul James L. A. Burrell states that most of the clover seed used in that district is imported from France, while most of the timothy seed comes from Russia, France and Bohemia. One dealer informed the vice-consul that he once bought timothy seed direct from America, but as he was obliged to pay cash on bill of lading and as the quality of the seed was bad, he would not do so again, and now buys through importing firms in Hamburg. The general rate of duty on clover seed imported into Germany is 5 marks (\$1.19) per kilos (220 pounds); while clover seed imported from favored nations is admitted free of duty under the conventional tariff, which now applies to all imports from the United

States; timothy seed is subject to two marks (47.6 cents) per 100 kilos under the general tariff and is admitted free of duty under the conventional tariff.

It appears from the second annual report of the Dickinson Experiment Station, N. D., upon trials with alfalfa and other forage plants in 1909, that of 217 varieties under test, the Grimm alfalfa has been found to be the hardiest, scarcely any of it winter killing. The next hardiest is the Turkestan alfalfa from South Dakota. The inoculated alfalfa was not affected by early frosts, though the other was. The inoculated also grew much more vigorously. It was also found that this was a good place to grow alfalfa seed. Yields of over five bushels an acre were secured. Trials made with tame grasses, the slender wheat grass giving the heaviest yields, with timothy and brome grass close seconds. Clover was mostly winter-killed. Of the annual hay crops, German millet gave a yield of 3½ tons, Besler oats 1¾ tons, Siberian millet 1½ tons.

### WEED SEED COLLECTION.

The Minnesota Agricultural Experiment Station has prepared an exhibit of weed seeds to be sent about the state as an educational experiment. Cases are made, each to contain 24 different samples of noxious weed seeds. These are then covered with glass, the seeds being so loose that they can be shaken and examined in any position and the glass keeps the different seeds from mixing. Unless the case is broken the collection will adways remain authentic. Any ordinary lens can be used in examining the seeds.

This collection is to be sent out in series. From time to time other cases of twenty-four different weed seeds will be prepared so that in time the farmer will be able to get a large collection. On the back of this case are printed the botanical names of the twenty-four weeds whose seeds are found in the case, and there are also directions for making home tests of seeds both for purity and germination.

### SOME CORN SHOWS FOR 1910.

The National Horticultural Congress show at Council Bluffs will have a corn show under the direction of Prof. Bruce W. Crossley of Ames. His first work in this connection has been to organize the Missouri Valley Corn Growers' Association, with regular sets of officers and duly accredited workers, upon whom will devolve the duties of providing all of the features of the big show, and who will relieve the officers and members of the National Horticultural Congress of all care and responsibility for the success of the enterprise.

The Ohio Valley Exposition, Cincinnati, August 29-September 24 will make a special feature of corn exhibits from the South.

The Northwestern Live Stock Show at St. Paul. November 15-18, will give \$1,500 in prizes for corn (dent, sweet and pop corn) in exhibits of singles and lots of ten ears; premiums are also offered for wheat, barley, oats, rye, peas, buckwheat, flax seed, speltz, clover, alfalfa, grasses and millet; and in the forage and feed classes, for timothy, clover, alfalfa, millet, corn fodder, upland prairie hay, red-top and bronus inervuis may be entered. Beans and vegetables for stock feed also come in on the prize list.

### A RECENT BULLETIN ON DODDER.

Dodder is one of the most serious of the parasites affecting clovers and alfalfa and has been the subject of numerous bulletins by the experts, the latest being News Bul. 160 from Purdue University, by G. M. Frier, on the pest as it appears in seed sold in Indiana. Of the red clover seed examined to date in the seed laboratory of the station, 5.6 per cent of the samples contained dodder; of the alfalfa, 61.5 per cent contained dodder. It is not usual to find dodder in American-grown white clover or alsike clover and none was found in the samples analyzed; but the analyses demonstrate that dodder exists as a pest in a number of Indiana clover and alfalfa fields. The character of dodder seed is such, that where the pest exists in the fields and is allowed to mature, the seed of it is sure to be in the clover seed crop, if the clover should be so fortunate as to survive the effects of the dodder living upon it.

Dodder seed matures about the same time as clover seed. Much of it reaches the ground. The seed germinates, at first getting nourishment from a supply stored up in the seed. A slender, delicate shoot appears. This little stem sways about looking for a support, or a host as it is often called, for its habit is to twine and climb about other plants, especially clover or alfalfa. When it reaches a clover or alfalfa plant it sends out little suckers which enter the host wherever the dodder touches stem or branches, and extracts therefrom ready-made food materials. Here is where the damage from dodder comes in. The dodder once attached to a suitable host, branches extensively, thus sending suckers in large numbers into the juice-conveying tissues of the clover or alfalfa. As soon as the food stored in the seed is exhausted, the dodder plant becomes a complete parasite, living wholly on

the host plant. It dies at the ground, thus cutting off all connection with the latter.

### CLOVER-SEED PRODUCTION IN THE NORTH WEST.

In a bulletin of the Wisconsin Station, by R. A. Moore and E. J. Delwiche, it is stated that no crop surpasses clover seed as a source of ready money in northern Wisconsin. The demand for it is steadily increasing and the price is good. The comparatively large value in a small bulk of clover seed makes it an especially advantageous crop on farms at a considerable distance from market. Several hundred dollars' worth of clover seed may easily be delivered in a single load.

Medium red, mammoth red, alsike, and white clovers are the varieties most commonly grown. Red clover yields from 4 to 6 bushels of seed per acre in the Willamette Valley, but may reach 9 bushels on the better soils, during a favorable season. Alsike will usually make a little higher yield. On the poorest soil, the "white land," on which red clover is rarely produced, alsike yields from 2 to 2½ bushels of seed per acre; on "mixed land" from 3 to 5 bushels, while the best dark, waxy overflow land yields from 6 to 16 bushels per acre. But the average yield of red clover seed secured on thirteen farms, co-operating with the Wisconsin Experiment Station was 2¾ bushels per acre. The average yield of alsike on clay soil was 3.96, and on sandy soil 1.78 bushels per acre, while medium red clover yielded 1 bushel per acre on clay soil, 1½ bushels on sandy soil, and mammoth red clover yielded in the one case reported 1 bushel per acre on sandy soil.

### GRAIN YIELDS AT N. D. STATION.

The annual report of the Dickinson substation gives the following results of trials of grain raising in the dried parts of North Dakota:

Eighteen varieties of wheat were tried out. Of the durums, Kukana No. 8 yielded 42½ bushels; Nicaragua, 37.9 bushels; Arnautka, 36 bushels; Wild Goose, 35. Of the fife Rystangs yielded 33.4; Bowman, 32.6. Of the blue stems, No. 299 gave a yield of 30.9 bushels, Haynes a yield of 30.5. In a four-year test the average for the durum wheat was 27.3 bushels; fife, 24.4, blue stem, 22.3; the largest difference in favor of the durums coming in the dry years.

Twenty-six varieties of oats were tried. Of those, Early Mountain gave a yield of 88.5; Banner, 87.9; Victory, 87.3; Golden Rain, 86.3; American Beauty, 86.1; several others gave yields nearly as high.

Eleven varieties of barley were tested. Of these, the Hannchen returned a yield of 48.7, Swan Neck, 46.8; the lowest yield being Hullness, which averaged 18.4. The highest yield of Emmer was 72 bushels (40 pounds a bushel).

Experiments were also carried on with corn. Will's Dakota gave a yield of 50 bushels.

The heaviest yields of wheat, oats and barley were secured on spring plowing. It is also interesting to note that while the summer fallow increased the yield of wheat 4 per cent over a plat that had grown wheat continuously, yet the corn crop that followed the wheat after the fallow yielded six bushels less than the corn on ground that had grown wheat continuously. Both wheat and oats gave a heavier yield after corn than on summer fallow.

### ADULTERATION OF OATS.

The Agricultural Department has published notices of judgment in three cases involving violations of the "Food and Drug Act" by the adulteration of oats. Two cases involve shipments from St. Louis. to-wit, 250 sacks by the St. Louis Hay and Grain Co. on February 8 to Georgia, the libel alleging "adulteration of the product, in that there had been mixed and packed with it, in a manner to reduce, lower, and injuriously affect its quality and strength, a quantity of barley constituting about 17 per cent of the mixture, and said barley had been substituted in part for the genuine food product;" and on March 29 of 400 sacks by the P. P. Williams Grain Co. to Georgia, the libel alleging the mixture of 37 per cent of barley and further that "the product was misbranded, because each of the sacks was labeled 'W Oats 160,' which label was false, misleading, and deceptive, as it indicated that the contents of said sack consisted of 160 pounds of white oats, whereas, in fact, each sack contained a mixture of oats and barley." In both cases the oats were released to the claimant on payment of costs, etc. The third case was a libel of 30 bags of oats shipped by John Wade & Son, Memphis, to Georgia which contained 17 per cent of barley. Goods released to claimant, etc.

Grain buyers in Franklin County, Pa., have notified wheat growers of their section that no new wheat will be received for storage until after September 1. This action has been taken in order to prevent the filling up of the warehouses at a time when the grain cannot be promptly sold and shipped away.



## FIRES-CASUALTIES

An elevator at Granville, Putnam county, Ill., was destroyed by fire July 9.

Fire destroyed the large elevator at Chipps, Moultrie county, Ill., recently.

The National Elevator at Dunning, N. D., was recently struck by lightning.

A large grain elevator near Guttenberg, Iowa, was destroyed by fire recently.

The Standard-Tilton Co., suffered a small fire loss at Dallas, Texas, June 29.

Fire destroyed the Douglas Elevator at Morris, Minn., June 2, resulting in a loss of \$7,000.

The old Bartle Elevator at Osage, Iowa, was destroyed by fire of mysterious origin recently.

The elevator of Twist Bros., at Buckhart, Sangamon county, Ill., was damaged by fire recently.

A. C. Durd's Elevator at Ohlman, Montgomery county, Ill., was slightly damaged by fire recently.

Lightning struck the Lyon Elevator at Deisem, Lamoure county, N. D., recently and fire followed.

The grain elevator of J. French at Smithfield, Cooper county, Neb., was destroyed by fire recently.

The R. P. Lipp Elevator Company suffered a small loss to its elevator at Bryan, Ohio, by fire recently.

The Powers Elevator Company's structure at Grand Rapids, N. D., was struck by lightning recently.

The elevator of the Columbia Grain Co., at Brays, Douglas county, Wash., was destroyed by fire recently.

The roof of a grain elevator at Buck Creek, near Lafayette, Ind., was torn off by a wind storm recently.

The Great Western Elevator at Morton, Renville county, Minn., was destroyed by fire of unknown origin recently.

The Christy Grain Co.'s Elevator at Draper, N. D., was destroyed by fire June 22. Loss \$6,000, with \$3,000 insurance.

The McConnell Co.'s Elevator at Decker's Siding, north of Hamiota, Man., was destroyed by fire of unknown origin recently.

The elevator at Tazewell, Ill., was partly wrecked when a freight train that had plunged into an open switch struck it July 6.

The Farmers' Elevator at Ayr, Cass county, N. D., was destroyed by fire June 1, resulting in a loss of \$12,000, with \$6,000 insurance.

A. I. Bain, proprietor of the new alfalfa mill in Fairbury, Neb., had his leg and thigh badly bruised while installing a safe in the mill recently.

Fire of unknown origin damaged the hay and grain warehouse of John Conner & Son in Rochester, N. Y., to the extent of about \$5,000 June 21.

A fire brigade composed of employees fought a fire that damaged the Grange Co.'s alfalfa plant at Modesta, Cal., to the amount of \$700 June 25.

Fire that started in the engine room destroyed the Foote Elevator, owned by A. J. Young, in Clinton, Mo., June 26. The structure was insured for \$3,500.

Sparks from a locomotive caused a fire that destroyed an abandoned wheat elevator at Arlington, Minn., June 21. Loss \$2,500, with \$1,000 insurance.

The Baltimore & Ohio Grain Elevator at Coburg, Porter county, Ind., was destroyed by fire June 28, resulting in a loss of \$5,000, partly covered by insurance.

Villagers formed a bucket brigade to fight a fire that destroyed the grain elevator and lumber yards of L. J. Roberts at Bangor, near LaCrosse, Wis., July 5. Loss \$8,000.

Lightning twice struck the Livingston Grain Elevator in Heyworth, Ill., during a recent storm. The structure was in flames and a bucket brigade fought the blaze.

The elevator owned by J. T. West at Loda, Ill., caught fire from a spark from a locomotive recently, but the flames were gotten under control before much damage was done.

The Farmers' Elevator at Dempster, Hamilton county, S. D., was destroyed by fire June 27, resulting in a loss of about \$14,000, well insured. The structure will be rebuilt.

A spark from a locomotive is believed to have caused a fire that destroyed the Bowers Elevator Co.'s Elevator in Royalton, Minn., July 6. Building and contents were insured.

Fire of unknown origin destroyed the unused elevator of Turner Bros., in Mansfield, Ill., June 30. A bucket brigade fought the flames. The loss is partly covered by insurance.

Fire of unknown origin destroyed the elevator and feed mill of Joseph Josephson at Maple Island, Washington county, Minn., June 29. Loss \$3,000, partly covered by insurance.

Lightning struck the Farmers' Elevator at Webster, S. D., recently and fire followed. There was much gasoline in the structure at the time, but the

flames were smothered before much damage was done.

Fire of unknown origin destroyed the Farmers' Elevator at Owatonna, Minn., June 30. The loss is between \$15,000 and \$20,000, with \$11,500 insurance.

The big elevator of Bert Rodee at Artesian, Sanborn county, S. D., was struck by lightning during a recent storm. The fire that followed was extinguished with a chemical engine.

Fire caused by an overheated journal destroyed the Minneapolis and Northern Elevator at Willow City, N. D., June 28. The St. Anthony Elevator adjoining was in danger for a time.

Fire that started in the cupola destroyed the Reliance Elevator at McGregor, Iowa, June 15. Loss about \$30,000. The fire department of North McGregor assisted in fighting the flames.

The elevator of John Spiker, with contents, in the town of Spikerville, Ind., was destroyed by a fire that also consumed other structures July 5. The fire was caused by a spark from a locomotive.

During a thunder shower the Northland Elevator at Erskine, Polk county, Minn., was struck by lightning and burned to the ground. The structure contained between 1,500 and 2,000 bushels of grain.

The east side of the tower in the elevator of the McCook County Farmers' Elevator Company at Canistota, McCook county, S. D., gave way recently and a carload of corn was precipitated to the ground.

The Osteroot Elevator at Cavour, Beadle county, S. D., with coal sheds, was destroyed by fire June 27, resulting in a loss of \$10,000, with about \$5,000 insurance. The Atlas Elevator nearby was damaged.

The B. & O. Grain Elevator at Milford Junction, Ind., containing 5,000 bushels of grain, the property of the Ohio Hay & Grain Company of Findlay, Ohio, was destroyed by fire June 17. Loss covered by insurance.

Fire believed to have been started by tramps destroyed the LaCrosse Elevator and Hunting Elevator in Brownsdale, Minn., June 30. The former's loss is \$4,500, well insured, and the latter's about \$1,500, with fair insurance.

Fire believed to be of incendiary origin destroyed the Victoria Grain Co.'s Elevator at Stanley, N. D. The structure's capacity was 30,000 bushels and it was valued at \$8,000, with fair insurance. The elevator will be rebuilt.

The elevator of Abraham Currant in St. Joseph, Ill., containing 5,000 bushels of grain, was destroyed by fire recently. It is believed that the fire was caused by sparks from a locomotive. The loss is about covered by insurance.

The large elevator of J. C. Huey in Dakota City, Humboldt county, Iowa, was destroyed by fire believed to have been caused by sparks from a locomotive, June 27. The loss will reach several thousand dollars, partly covered by insurance.

Fire believed to have been started by toy balloons in ante-July 4th celebration destroyed the wooden elevator and warehouse owned by W. H. Small Co., at Evansville, Ind., June 29. The firemen succeeded in saving the brick and steel elevator adjoining. Loss on buildings between \$10,000 and \$15,000; loss on grain and hay about \$50,000. The losses are covered by insurance.

Fire that started in the cob room and probably caused by spontaneous combustion destroyed the elevator of the Crabb-Reynolds-Taylor Grain Co., at Ash Grove, near Lafayette, Ind., recently. Loss \$20,000, partly covered by insurance. The capacity of the structure was 50,000 bushels. A bucket brigade aided the fire department of Battle Ground in fighting the fire. The elevator will be rebuilt.

## UNIFORM STANDARD FOR CROP REPORTS.

Crop reports are merely guesses. They can be improved by adopting a uniform standard. The Government and State bureaus can start with the same basis. Now some bureaus ask the correspondents to take a five-year average as a basis in reporting, some say take a normal crop, some compare with previous crop, some compare with full crop. It would be an easy matter to arrive at the basis which would give the best results. Get together, discuss it and arrive at a scientific result. Progress. The State bureaus could work direct with and report for the Government. Manitoba keeps a record of the threshers' returns. Why not secure accurate figures in this way, then let correspondents compare the prospect for the growing crop with that basis? Have a reliable basis. This is our answer to the "American Elevator and Grain Trade," which in its leading editorial says: "King of Toledo has repeated his former advice to the Government and the States to get together and 'adopt a uniform standard—progress.' Uniform standard of what? Isn't it the fact that no actual veritable 'standard' has been arrived at, or can be arrived at, for growing crops in two score States, that makes 'crop estimating' so fascinating a task—or amusement—to those engaged in it or to those doing business in grain in advance of its garnering?"—C. A. King & Co.'s Circular, July 7.

## BARLEY and MALT

Fire caused by sparks from a locomotive destroyed 1,740 acres of barley on Union Island, near Stockton, Cal., recently. The loss is estimated at \$60,000.

Barley is being grown in large quantities in Kansas this year and the quality is said to be good. The barley harvest has begun in several sections of Wisconsin.

The barley crop in South Dakota is showing much better than anticipated. It averages about eight bushels to the acre or about half a crop. In the barley sections of Minnesota the yield will be fair.

It is reported that maltsters are not well supplied with barley and will have to buy large quantities in order to meet the demands of the summer trade. Future prices will largely depend upon the disposition of holders to market their barley.

The barley crop in San Joaquin county, Cal., is large this year. One farmer who is harvesting 800 acres of barley states that it averages thirty-five sacks to the acre. In other sections of California conditions are also reported encouraging.

The Inland Revenue Department of Ontario, Can., has decided to allow the use of malt in bond in manufacture, in combination with unmalted grain, of certain cereal food products. A special license is required and the manufacturer is subject to specific regulations.

## TRADE RULES IN ENGLAND.

Wheat is generally purchased by merchants in England on the c. i. f. basis, per quarter, the quarter varying in weight with the different importing countries as follows: American wheat, grown east of the Rockies, 480 pounds; grown on Pacific slope, 500 pounds; Indian and Russian, 492 pounds; Argentine and Australian, 480 pounds, says Consul Washington at Liverpool, in a report to the Department of Commerce and Labor. The grain is usually sold to dealers and consumers on delivered terms, but the basis varies as before, according to the market, viz.: Liverpool, central, 100 pounds; Glasgow, boll, 280 pounds; Hull, quarter, 480 pounds. It also varies in the smaller towns, each district having its own basis.

The basis of quality of American and Canadian wheat is settled by the grading rules adopted by the state inspection department, or the board of trade or the chamber of commerce of the city or town of dispatch.

Russian wheat is generally sold on a small sample, which is jointly sealed by buyer and seller, and retained in the buyer's possession until the wheat has been delivered. If the quality of the bulk is found to be inferior to that of the sealed sample, the buyer will be entitled to an allowance.

Argentine wheat is sold on the basis of "fair average quality of the season's shipments," together with a guarantee of natural weight. Quality is judged on standards made up from each month's arrivals. The buyer is entitled to an allowance for inferiority of quality. For deficiency in guaranteed natural weight there is a scale of allowances.

The basis of Indian wheat is "fair average quality," and standards are made up from arrivals every month. There is also a provision for analysis. A full allowance at contract price is made for any admixture of dirt, and an allowance at one-half of the contract price for any admixture of barley and any other farinaceous substances.

Australian wheat is sold on standards made up at port of shipment and forwarded to the British corn trade associations at the beginning of each shipping season. The buyer is entitled to an allowance if the bulk is inferior to these standards.

Qualities vary so much with each year's production that it would be very difficult to compare them at all, viz.: Argentine wheat this year is pronounced very much inferior in quality to what it was last year. Then, again, each country's wheat has its own particular virtue, Australian being used for dryness and color and American, Canadian, and Russian for strength. Each miller has his own ideas of blending wheats to produce the class and quality of flour to suit his particular trade. American soft winter wheat is so similar to the English that it sells in this country at a discount, whereas in the United States it always sells at a premium. American, Canadian, and Australian wheats are invariably clean; that is to say, the admixture of extraneous matter is a negligible quantity. Indian wheat contains about 1½ per cent of dirt, and about 4 to 6 per cent of barley and other farinaceous substances. Argentine and Russian wheats are very imperfectly cleaned. They contain a considerable percentage of chaff, barley, and oats.

St. Louis inspection is peculiar. Some dealers there offer to sell two red at five cents under "Two Red Country Run." When should Two Red be called Three Red? Such inconsistencies suggest Government supervision of inspection.—C. A. King & Co. But they have "state inspection" now—why change the "label"?



## TRANSPORTATION

By readjustment of grain rates from the southern part of North Dakota, Superior, Wis., now takes the Minneapolis rate.

The Shipowners' Association (sailors) will, for crop of 1910, renew the old minimum rate from the North Pacific coast to Europe of 27s. (\$6.48) per ton.

The Canadian government on June 22 sent the schooner "Crissie G. Thomey" to Hudson Bay to report on the feasibility of the Hudson Bay route for wheat shipments from the west in connection with the proposed Hudson Bay railway.

The grain interests of New Orleans have appealed to the State Railroad Commission for a revision of the corn rates established a year ago. Last year was the first year in which a surplus of corn was recorded in Louisiana and large quantities were shipped to other states, notably Texas. New Orleans dealers want the rates now in force to continue on native grown corn and oats and not apply on all shipments of grain.

The United States District Court at Omaha, Neb., has refused to grant an injunction to the Omaha Grain Terminal Co., restraining the city from reopening a street on the grounds that it was not in the jurisdiction of the court to do so. A contract was entered into between the city and complainant by which the Omaha Grain Terminal Co. acquired a right of way for its tracks across the land and the right to erect buildings on it. It was alleged in the petition for injunction that the expense involved in laying the tracks and erecting the buildings was great and when the City Council passed another ordinance reopening the street without an appraisal or assessment of complainant's loss the restraining order was asked.

### THE HAY CASE DECISION.

The Commerce Commission on June 21 dismissed the complaint of the National Hay Association against the change in classification that resulted in a higher rate, applicable to hay and straw in Official Classification Territory. Commissioner Cockrell, speaking for the Commission, says in part concerning the case:

"The evidence and statistics produced in this case make it beyond question that, taking grain as loaded and transported and hay as loaded and transported, the earnings per car are greater for grain even at the present rates than they are for hay at much greater rates. It is undoubtedly true that hay is a very much cheaper commodity than grain and very much cheaper than many of the commodities which move at sixth class rates or lower, the value of a carload of hay being on the average not more than \$150 and ranging ordinarily between \$100 and \$200, according to grade and locality where raised. It is also true that the loss and damage claims arising from the transportation of hay are very small in comparison with those arising from the transportation of grains or for the transportation of many of the articles rated as fifth and sixth class or lower."

Commissioners Clements, Prouty and Lane dissented from the decision.

### RATES EAST OF BUFFALO.

The Commerce Commission on June 30 on rehearing reversed its former order on the "Jennison case," to reduce flour rates east of Buffalo and granted permission to the railroads operating out of Buffalo to advance their rates on flour and other wheat products one cent a hundred pounds to Eastern destinations. This permission was granted by a decision in two cases of the Banner Milling Co. of Buffalo, against the New York Central and Hudson River Railroad and other carriers, and of the case of Jennison and other Northwestern millers against the Great Northern Railroad and other carriers.

In its original opinion, the Commission held that a rate of 11 cents a hundred pounds on flour and other wheat products from Buffalo to New York City and 13 cents a hundred pounds on the same products to points in the New England territory, was excessive, and ordered that the rate should not exceed 10 cents and 12 cents, respectively. Since that reduction was ordered, conditions, in the opinion of the Commission, have changed. Among other things, within the last few weeks all the carriers involved in the handling of this traffic from Buffalo have made material advances in the wages of their employees, which aggregate several million dollars annually.

Also in view of advance on flour in C. F. A. Territory of 1c., it is difficult, says the Commission, "to see how this Commission can continue in effect its order at Buffalo without taking steps to reduce rates from Central Freight Association territory. Certainly, there is today an unjustifiable discrimination against spring wheat mills at other lake ports. We should hesitate at this time to require a general reduction of these flour and grain rates from all this territory of the Middle West. We are apparently confronted with this alternative. Either we must allow an advance from Buffalo or we must, in substance, require a reduction from all territory

west of Buffalo. In view of the whole situation, it has seemed to us that the wisest course was to permit the advance from Buffalo."

### NEW CARLOAD MINIMUMS.

Effective July the Official Classification basis of minimum weights on domestic shipments of grain in bulk, carloads, will be changed as follows: Wheat from 40,000 lbs. of 60,000; corn, rye and barley from 40,000 lbs. to 56,000; oats from 35,000 lbs. to 40,000. If the marked capacity of the car is less than the prescribed minimum, the minimum weight will be the marked capacity of the car, but in no case less than 30,000 pounds.

These weights will apply to all specific weights or proportions of through rates applying east of Chicago and north of the Ohio River on domestic shipments of grain, as well as the through domestic rates from Illinois-Indiana points to Eastern Trunk Line Territory of such roads as apply Official Classification basis of minimum weights from point of origin to destination.

These minimums are now on the A., T. & S. Fe., C. & A., C. & E. I., and C., G. W. R. Rs., and apply especially to such grain as is handled on proportional rates from Illinois points. These minimums also apply east of Chicago on through shipments that may be made from the West, all rail, and not handled in the Chicago market. On other roads minimums are more variable, but all necessitate full loads—your agent should give you all the information. A close observation of these rules will save shippers extra charges (classified mainly as penalty charges) and will therefore merit shippers' attention.

### "MILLING IN TRANSIT."

In dismissing a complaint by David Stott, a Detroit miller, who brings in wheat by water from Duluth, grinds it at Detroit and ships the product by all-rail to various Eastern destinations,—that the railroads apply from Detroit to these Eastern destinations a rate on wheat which has come to Detroit by water, which is less than the rate which they apply upon the flour which the complainant has ground from similar wheat, and also that defendants grant to millers located upon their lines the milling-in-transit privilege,—Commissioner Prouty speaking for the Commission says in part:

"The Commission now has under investigation the substitution of tounage in transit, and it is possible that as a result of this investigation either by action of the Commission or the defendants the complainant may be deprived of the transit privilege which he now enjoys and under which he does in fact send along flour which consists in part of wheat brought in by water. It is also uncertain exactly what the effect of the new system of specific rates from Chicago may be.

"While, as already stated, the testimony showed that the complainant blended in the grinding wheat brought in by rail with that brought in by water, the complainant, upon the last hearing, testified that it might be possible to keep the product of the water-borne grain distinct. If such changes should be made in the transit privileges of the complainant as to prevent his present method of business, the opportunity should, perhaps, be given him to show whether, under a different method, the identity of the lake grain can be preserved, in which event the defendants ought, perhaps, to be required to accord to him at Detroit the same milling-in-transit privilege which we required of the carriers at New York."

The recent order of the Commission in reference to "transit" which gives shippers to understand that bills of lading in future must state exactly of what the shipments consisted,—in other words, wheat must not be put out as grain, etc.,—has been the cause of numerous conferences by railroad men to frame rules that shall conform to the Commission's rulings, but as usual the officials have seemingly come to no definite plan. Meantime, Traffic Manager Hopkins of the Chicago Board of Trade advises strict obedience to the letter and spirit of the Commission's ruling if it is desired that the privilege be continued. That shippers may understand what the ruling of June 29 means, Mr. Hopkins, in a recent circular says:

"The Commission does not condemn the application of a through rate to a through shipment that is held in transit for a certain period of time. The identity of such commodity is not required to be preserved during the time it is held in transit.

"The Commission does not condemn the practice of mixing, blending or substitution (I use these three terms as being synonymous in effect) of grain as commercial transactions when the integrity of the through rate is not impaired thereby.

"When a commodity that has been held in transit, the identity of which has been preserved, is forwarded from the transit point the rate applied shall be such as will maintain the through rate from the original point of shipment to final destination, as would have been applied had the shipment moved through without stopping.

"When grain or any commodity has been held in transit, the identity of which has not been preserved, its exact equivalent may be forwarded from

the transit point on such rate as will maintain the integrity of the through rate from point of origin to final destination.

"The product of grain milled in transit may be forwarded from the transit point upon the application of such rate as will maintain the integrity of the through rate from the point of origin of the grain to the final destination of the product.

"It is not permissible to use transit by mixing, blending, substituting or in any manner whatever so as to defeat the legal through rate."

### AMENDMENTS TO THE COMMERCE LAW.

Following is a brief summary of the latest amendments made by congress to the interstate commerce law:

*Commerce Court*—The Commerce Court is established to be composed and to have jurisdiction now possessed by Circuit courts of the United States and the judges thereof over all cases of the following kinds:

First—All cases for the enforcement otherwise than by adjudication and collection of a forfeiture or penalty or by infliction of criminal punishment, of any order of the Interstate Commerce Commission other than for the payment of money.

Second—Cases brought to enjoin, set aside, annul, or suspend in whole or in part any order of the Interstate Commerce Commission.

Third—Such cases as by section three of the act entitled an act to further regulate commerce with foreign nations and among the states, approved February nineteenth, nineteen hundred and three, are authorized to be maintained in a circuit court of the United States.

Fourth—All such mandamus proceedings as under the provisions of section twenty or section twenty-three of the act entitled an act to regulate commerce, approved February fourth, eighteen hundred and eighty-seven, as amended, are authorized to be maintained in a circuit court of the United States.

*Telegraph, Telephone and Cable and Sleeping Car Companies*—These are made subject to the act. Provision is made so as to avoid interference with the use of franks or with the contracts of such companies with other common carriers for the exchange of services.

*Washington Agent for Service of Process*—The act requires every common carrier subject to its provisions to designate in writing an agent in Washington upon whom notice of process may be served in proceedings before the Commission or before the Commerce Court.

*Interchange of Cars and Control of Facilities and Methods of Doing Business*—The bill contains very sweeping provisions which, although vague, seem calculated to increase tremendously the power of the Commission over these matters.

*Connection with Lateral Lines*—The bill authorizes such connection to be made on complaint of the lateral lines. The present law, as construed by the Supreme Court, authorizes such complaint only by the shipper.

*Long and Short Haul*—The bill removes from the long and short haul section the words "under substantially similar circumstances and conditions" and makes it unlawful to charge more for a short than a long haul, except when authorized in special cases upon application. The existing adjustments, if lawful under the present law, may continue for six months from the passage of this act, and if application with respect thereto be filed within that period may continue until the determination of the application.

*Prohibition of Increase in Rates Reduced to Meet Water Competition*—The bill provides that when a carrier by railroad shall in competition with a water route reduce rates, it shall not be permitted to increase such rates unless after a hearing by the Commission it shall be found that the proposed increase rests upon changed conditions other than the elimination of water competition.

*Rebating*.—Sec. 10. Section 10 is amended to provide that "any common carrier subject to the provisions of this act, or, whenever such common carrier is a corporation, any director or officer thereof, or any receiver, trustee, lessee, agent or person acting or employed by such corporation, who, alone or with any other corporation, company, person, or party, shall wilfully do or cause to be done, or shall wilfully suffer or permit to be done, any act, matter, or thing in this act prohibited or declared to be unlawful, or who shall aid or abet therein, or shall wilfully omit or fail to do any act, matter, or thing in this act required to be done, or shall cause or willingly suffer or permit any act, matter, or thing so directed or required by this act to be done not to be so done, or shall aid or abet any such omission or failure, or shall be guilty of any infraction of this act, or shall aid or abet therein, shall be deemed guilty of a misdemeanor, and shall, upon conviction thereof in any district court of the United States within the jurisdiction of which such offence was committed, be subject to a fine of not exceeding five thousand dollars for each offence. Provided, that if the offence for which any person shall be convicted as aforesaid shall be an unlawful discrimination in rates,



fares, or charges for the transportation of passengers or property, such person shall, in addition to the fine hereinbefore provided for, be liable to imprisonment in the penitentiary for a term of not exceeding two years, or both such fine and imprisonment, in the discretion of the court." Shippers who receive or solicit rebates are subject to the same penalties.

**False Billing.**—The law provides that, "Any common carrier subject to the provisions of this act, or, whenever such common carrier is a corporation, any officer or agent thereof, or any person acting for or employed by such corporation, who, by means of false billing, false classification, false weighing, or false report of weight, or by any other device or means, shall knowingly and wilfully assist, or shall willingly suffer or permit, any person or persons to obtain transportation for property at less than the regular rates then established and in force on the line of transportation of such common carrier, shall be deemed guilty of a misdemeanor, and shall, upon conviction thereof in any court of the United States of competent jurisdiction within the district in which such offence was committed, be subject to a fine of not exceeding five thousand dollars, or imprisonment in the penitentiary for a term of not exceeding two years, or both, in the discretion of the court, for each offence." Shippers who bill falsely in any lot, particulars, or soliciting carriers' agents to make false bills, are subject to the same penalties.

**Through Rate the Sum of the Locals.**—The bill prohibits the charging of any greater compensation as a through route than the aggregate of the intermediate rates "subject to the provisions of this act."

**Rejection of Tariffs.**—The bill authorizes the Commission to reject tariffs which do not provide and give lawful notice of their effective date.

**Penalty for Disregarding the Commission's Regulations as to Tariffs.**—The bill imposes a penalty of \$500, plus \$25 per day, for failure to comply with any regulation of the Commission under section 6, relating to the publication and filing of tariffs.

**Furnishing Written Statement of Rate on Demand of Shippers.**—The bill imposes a penalty of \$250 upon the carrier for failure of its agent to give the shipper a correct statement of a rate within a reasonable time after written request of the shipper therefor, and requires the carrier to keep posted in each station the name of the agent to whom application may be made.

**Enlarging Prohibitions Against Devices of Shippers to Get Rebates.**—The bill amends section 10 of the act to regulate commerce so as to make clear and more extensive the provisions prohibiting shippers from obtaining or attempting to obtain rates less than the lawful through fraudulent devices or through fictitious claims for damages.

**Additional Provisions as to Complainants.**—The bill amends section 13 of the act to regulate commerce so as to authorize complaints before the commission by common carriers. It is doubtful whether the amendment makes any substantial change in the law.

**Power in Commission to Make Rates on its Own Initiative.**—At present the Commission can prescribe rates, regulating, etc., only after full hearing upon a complaint. The bill now authorizes the Commission to do these things also on its own initiative, either in extension of any pending complaint or without any complaint whatever.

**Additional Subjects of Orders by the Commission.**—The bill expressly authorizes orders as to classifications and as to all the regulations and practices of the carriers to which the act relates.

**Suspension of Rates.**—The bill authorizes the investigation of new rates, etc., before becoming effective, and authorizes suspension of schedules under investigation for 120 days, and, if necessary, for not exceeding six months additional.

**Burden of Proof as to Increase.**—The bill provides that at any hearing involving a rate increase after January 1, 1910, the burden of proof shall be upon the carrier to show that the increase is just and reasonable.

**Expedition of Hearings as to Increases.**—The bill provides that the Commission shall give preference to hearings as to increases and shall decide the same as speedily as possible.

**Through Routes and Through Rates.**—The present law authorizes the Commission to establish a through route and through rate when no reasonable or satisfactory through route exists.

**Transportation Wholly by Water.**—The bill provides that the Commission shall not have the right to prescribe any through route when the transportation is wholly by water, and further that any transportation by water affected by the bill shall be subject to the laws and regulations applicable to transportation by water.

**Control of Routing by Shipper.**—The bill authorizes the shipper, subject to such reasonable exceptions and regulations as the Commission may prescribe, to designate the routing of his shipments.

**Prohibition of Disclosure of Information About Shippers.**—The bill prohibits any carrier or its agent to disclose information concerning any shipment which may be used to the prejudice of the

shipper or consignee of such shipment, and also prohibits any person to solicit or receive any such information. The penalty for each offence is a fine not exceeding \$1,000.

**Suits in State Courts on Orders of the Commission for Payment of Money.**—The bill authorizes suits to be brought in state courts upon orders of the Commission for the payment of money.

**Additional Power to Call for Information and Reports.**—The bill amends section 20 of the act to regulate commerce, so as to increase considerably the power of the Commission to require carriers to make reports and furnish information.

**Commission to Inquire and Report as to Regulation of Capitalization.**—The bill authorizes the President to appoint a commission to investigate questions pertaining to the issuance of stock and bonds by railroad corporations subject to the act to regulate commerce, and the power of Congress to regulate or affect the same.

**Injunctions to Restrain Enforcement of State Statutes.**—The bill provides that no interlocutory injunction restraining a state officer from enforcing a state statute shall be granted upon the ground of its unconstitutionality except when the application shall be heard and determined by three judges, but provision is made for a temporary restraining order to be made by a single judge (either circuit or district judge), the order to remain in effect until the application for the interlocutory injunction shall be heard and determined by the three judges.

The bill is to take effect at the expiration of 60 days from its passage, except that immediate effect is given to the section authorizing the President to appoint a commission to investigate capitalization, and to section 12, which embraces the following subjects above referred to:

Additional subjects of orders by the Commission:  
Suspension of rates.  
Burden of proof as to increases.  
Expedition of hearings as to increases.  
Through routes and through rates.  
Control of routing by shippers.  
Prohibition of disclosure of information about shipments.

## LIABILITY OF RAILROAD COMPANY AS COMMON CARRIER VERSUS WAREHOUSEMAN.

The question of liability of the railroad company as a common carrier as compared with its liability as a warehouseman seems to be somewhat unsettled. This question arose recently in a claim that was referred to the Western Grain Dealers' Association for loss by stealage of grain from car after having been placed on the elevator track for unloading. The following legal opinion is self-explanatory, viz.:

"The courts are not agreed on the question as to when the responsibility of a railroad company as a common carrier ends and that of warehouseman begins. The 'Massachusetts Doctrine' is that the carrier's liability as insurer ends with the completion of the transit, the unloading of the goods from the cars, and their safe deposit upon the platform or in the warehouse of the company. The 'New Hampshire Doctrine' which is followed in New York, is that the carrier's liability as insurer continues after the arrival of the goods at their destination until the consignee has had a reasonable time in which to call for and remove his goods at the notice of their arrival, which the carrier is bound to give where practicable. As a practical question, however, the difference between the two kinds of responsibility is immaterial, as the railroad companies through the agreements on their bills of lading, have practically limited their liability as carriers to cases of negligence alone and in some cases have successfully avoided even the responsibility.

"Your question as to liability in case of robbery occurring immediately after a car of grain is placed on the unloading track of the elevator company, would have to be decided upon all the facts in the particular case, such as the provisions of the bill of lading, ownership of the track and car, notice of arrival and the usual course of business between the carrier and the consignee as to the receiving and unloading. These are not before us."

## DOCKAGE AT KANSAS CITY.

The elevators interested in continuing the practice at Kansas City of absorbing without compensation 100 of the grains contained in every car unloaded at that market have appealed to the Supreme Court of the United States from the decisions of the state courts that declared the said dockage unlawful, being specifically prohibited by state law. They were prepared also to continue the practice of taking the dockage pending a decision on the appeal (to be rendered perhaps two years hence); but the grain shippers made such a "fuss" about the graft that the Board of Trade directory issued a mandate to its members that they should conform to the order of the Attorney General that the deduc-

tion should cease, under pain of immediate prosecution for violation of state law, the penalty being \$50 fine for each and every offense.

Meantime there is talk of a suit by Kansas shippers to recover the amount of the 100-lb. dockage taken during the past five years, the attorneys of the association having advised Secretary Smiley that—

The result of our inquiry into the facts and study of the law has led us to the conclusion that there is a liability on the part of the members of the Board of Trade to refund this hundred pounds on all cars received during the five years preceding the commencement of an action. We cannot advise you that recovery is certain for that time, but the chances seem to be in favor of such recovery.

Since August 16, 1909, the date of the going into effect of the statute in Missouri prohibiting this practice, we have no hesitancy in advising that the shippers are entitled to recover for dockage. The shippers should send in their claims either for the entire five years, or from January 1, 1909, or from August 16, 1909, as they may prefer.

One trouble about such a suit, other than the heavy expense attending it, is the fact that comparatively few dealers have preserved their A/S prior to January 1, 1909, so that the proofs necessary to make a profitable showing would be hard to obtain. However, a considerable number of dealers have forwarded to Mr. Smiley their A/S with weight certificates and checks for 10 per cent of the amounts of their claims. The beginning of a suit will depend on the number of claims and the interest taken by dealers with claims.

## GRAIN HANDLING A STATE MONOPOLY?

It has been stated in inspired quarters that when the Ottawa cabinet reassemble in the autumn one of the problems they will deal with is the terminal elevators at [lake] shipping points. It is understood that several of the ministers are deeply impressed by the trend of agricultural feeling as expressed by the farming delegations and even more so by the fines meted out recently to several elevator companies.

It is stated that the government has in fact decided to take over all the terminal elevators at Fort William, Port Arthur and other lake points, and make them a government monopoly.

This is said to be the course which is being urged upon the government by its expert advisers in this matter. It is understood that all the officials of the trade and commerce, who have to deal with the regulation and inspection of the grain trade, are in favor of this radical step as the only thing possible under the circumstances.

The demand for government ownership of terminal elevators has now been made for some years by the grain growers of western Canada. Some two or three years ago the Dominion government provided for the supervision of the terminal elevators by officials of the Department of Trade and Commerce, and it was hoped that this would sufficiently meet the requirements of the situation. The recent revelations of the manipulation of grades in the elevators, which resulted in heavy fines being handed out to the offending elevator companies, have, it is said, convinced the officials that the present system is inadequate, and that the only satisfactory alternative is out-and-out government ownership.

The demand of the Western farmers for government ownership of these elevators has been strongly re-enforced from other influential quarters. The grain exporters of Winnipeg have strongly urged that this be done, and the millers of Ontario and eastern Canada have been equally insistent in the advocacy of this change. It is urged by all these parties that under the existing conditions grades are tampered with to the disadvantage of both the grower and the seller of wheat, and also to the detriment of the reputation of Canadian wheat in English markets. It is known that Walter Scott, premier of Saskatchewan, which is the largest wheat raising province in the Dominion, has strongly urged this course upon the government.

In taking over these elevators the Dominion government will not be entering upon a new departure. The Dominion government already own and operate elevators at Port Colborne, Port Dalhousie, Halifax, and West St. John. The terminal elevators of Montreal are owned and operated by the Montreal Harbor Commission, which is, in substance, a department of the government. The rates charged at the Montreal elevators are very low.

It is understood that the government will be advised to take over all terminal elevators, making this a government monopoly and placing them probably in charge of a commission with extensive powers. It will not be possible to do this until the next session of the Dominion house, when legislation to this end will be passed.—Winnipeg Commercial.

The East Africa Protectorate will have corn for export, but the authorities will so regulate exportation as to prohibit the shipment of corn that is weevily or insufficiently dried.



## CROP REPORTS

Crops in Minnesota have suffered greatly as the result of attacks by a specie of army worm.

Wheat flies have been working havoc among standing grain in several counties of Pennsylvania.

It is estimated that the grain yield in the Inland Empire this season will be 85 per cent of normal.

Crops in Western Canada have benefited greatly as the result of recent rains. Owing to long drought the outlook had been discouraging.

According to a bulletin issued by the Illinois Central railroad there is an increase of five per cent in acreage of corn in the territory along its line in Iowa.

The Kentucky July crop report gives the condition of corn as 74, against 92 last July and 86 last September; oat condition 94, against 93 in June; wheat condition 87, against 91 a year ago.

According to Dr. George M. Chappel never before in the history of Iowa has the corn crop been in better condition than at present. The soil is in the best of condition to withstand the effects of the dry weather.

The Ohio July crop report gives the condition of corn as 83, against 88 last July, with acreage of 1,006,000. Oat condition 104, against 96 a year ago, and 100 in June. Wheat condition 93, the same as a year ago.

According to a recent statement of the Government Reclamation Service the grain crops in Montana and the western portion of the Dakotas, which had not received irrigation water, were drying up and shriveling.

The Illinois Grain Dealers' Association's report, which includes 482 stations between St. Louis and Terre Haute, on the Vandalia road, states that the corn acreage is 100.4 of last year, or 10,304,000 acres, with condition of 85.68.

Professor P. A. Glenn of the Department of Entomology of the University of Kansas, who has just made a tour of the state, asserts that the chinch bug pest threatens this year's crop in Kansas. The eastern part of the state is likely to suffer most.

A decided improvement over the June report is shown by the Missouri July report. Corn condition is given as 75.9, against 86 a year ago, and 67 last month. Acreage 98.3 of last year. Oat condition 98, against 83 in June. Wheat condition 76, against 69 in June.

The Michigan July crop report gives the condition of corn in the state 79, in the southern counties 78, in the central and northern counties 81, and in the upper Peninsula 87. Estimated yield per acre of rye, 15 bus.; wheat yield per acre estimated at 17 bus. No report on oats.

The Oklahoma July report gives the growing condition of corn as 91.6, compared to 90 a year ago and 93.3 for June. Oats yields unusually good, the total production being estimated at 19,062,358 bushels, an increase of 5,287,957 bushels over last year. Estimated wheat yield this year 26,266,744 bushels, with 85.6 of the crop harvested. Average yield per acre is 16.7 bushels.

F. D. Coburn, secretary of the Kansas Agricultural Bureau, states that owing to the winter killed wheat the oats acreage has doubtlessly largely increased, as the assessor's returns for the thirty-five counties show a net gain of 64 per cent. If this percentage of increase is of state-wide application the year's oats will aggregate over 1,600,000, or the largest sowing since 1893.

The average condition of the hay crop on July 1 was 80.2, as compared with 86.1 last month, 87.8 on July 1, 1909, and 92.6 on July 1, 1908. The condition of timothy on July 1 was 79.2, as compared with 87.1 on July 1, 1909, 90.2 on July 1, 1908, and 85.4 the ten-year average on July 1. The condition of clover on July 1 was 82.8, as compared with 83.8 on July 1, 1909, 95.5 on July 1, 1908, and 84.6 the ten-year average on July 1.

Van Dusen-Harrington Co.'s latest report following a general rain over the northwest is that "some early barley is being harvested. Oats look like a very light crop. Wheat and flax promise better, and corn looks very good indeed. It must be borne in mind that the entire crop is very spotted and that there will be good yields in nearly every district. The present outlook is for about 70% of last year's yield of all small grains, unless it may be flax; on wheat it is too early to make an estimate. Corn will probably be a larger and better crop than in 1909."

The amount of wheat remaining on farms is estimated at 5.3 per cent of last year's crop, or about 38,739,000 bushels, as compared with 15,062,000 on July 1, 1909, and 38,708,000, the average amount on farms on July 1 for the past ten years. The average condition of winter wheat on July 1, or when harvested, was 81.5, as compared with 80.0 last month, 82.4 at harvest 1909, 80.6 in 1908, and 81.3, the average at time of harvest for the past ten years.—The average condition of spring wheat on July 1 was 61.6, as compared with 92.8 last month, 92.7 on July

1, 1909, 89.4 on July 1, 1908, and 87.1 the ten-year average on July 1. Comparisons for important spring wheat states follow:

States.	Pct. of U. S. acreage in state.	—Condition—	
		July 1, 1910.	July 1, 1909.
North Dakota.....	36.6	45	95
Minnesota.....	29.8	73	92
South Dakota.....	18.5	64	94
Washington.....	4.2	68	90
United States.....	100.0	61.6	92.7

The average condition on July 1 of spring and winter wheat combined was 73.5, against 85.2 last month, 86.5 on July 1, 1909, 83.9 July 1, 1908, and 84.0 the ten-year average on July 1. The average condition of the oat crop on July 1 was 82.2, as compared with 91.0 last month, 88.3 July 1, 1909, 85.7 July 1, 1908, and 86.6 the ten-year average on July 1. Comparisons for important oat states follow:

States.	Pct. of U. S. acreage in state.	—Condition—	
		July 1, 1910.	July 1, 1909.
Illinois.....	13.0	86	92
Iowa.....	12.5	85	83
Minnesota.....	8.0	67	91
Nebraska.....	7.6	77	81
Wisconsin.....	6.7	79	91
Indiana.....	5.5	86	96
Ohio.....	5.1	94	93
North Dakota.....	4.7	42	94
Michigan.....	4.4	87	86
South Dakota.....	4.3	63	91
New York.....	3.9	95	86
Kansas.....	3.4	90	87
Pennsylvania.....	2.9	97	90
United States.....	100.0	82.2	88.3

The Government crop report for July says the preliminary estimate of the area of corn planted is 114,083,000 acres, an increase of 5,312,000 acres (4.9 per cent), as compared with the final estimate of last year's acreage. The average condition of the crop on July 1 was 85.4, as compared with 89.3 on July 1, 1909, 82.8 on July 1, 1908, and 85.1 the ten-year average on July 1. Comparisons for important corn states follow:

States.	—Acreage, 1910—		Condition, —July 1—	
	Pct. of 1909.	Acres.	1910.	1909.
Illinois.....	103	10,609,000	84	94
Iowa.....	103	9,476,000	84	86
Texas.....	110	8,965,000	82	82
Kansas.....	115	8,912,000	83	91
Missouri.....	102	8,262,000	82	91
Nebraska.....	103	8,060,000	86	91
Oklahoma.....	97	5,772,000	82	94
Indiana.....	104	5,110,000	84	93
Georgia.....	103	4,532,000	93	90
Ohio.....	102	3,952,000	85	90
Tennessee.....	104	3,718,000	88	80
Kentucky.....	102	3,639,000	85	89
Alabama.....	109	3,524,000	94	77
Mississippi.....	115	3,232,000	96	72
North Carolina.....	106	3,072,000	89	83
Arkansas.....	103	2,884,000	88	91
Louisiana.....	112	2,493,000	89	91
South Carolina.....	109	2,418,000	87	87
South Dakota.....	105	2,162,000	85	93
Virginia.....	105	2,142,000	87	90
Michigan.....	102	2,016,000	87	91
Minnesota.....	102	1,724,000	87	91
Pennsylvania.....	104	1,586,000	88	92
Wisconsin.....	102	1,564,000	83	89
United States.....	104.9	114,083,000	85.4	89.3

The average condition of barley on July 1 was 73.7, as compared with 89.6 last month, 90.2 on July 1, 1909, 86.2 on July 1, 1908, and 88.1 the ten-year average on July 1. The average condition of rye on July 1 was 87.5, as compared with 90.6 last month, 91.4 on July 1, 1909, 91.2 on July 1, 1908, and 90.4 the ten-year average on July 1.

With an acreage of 7,288,563 in corn, the outlook for a crop in Illinois this year is 82 per cent of normal, according to reports received by the State Board of Agriculture. Condition of corn in northern Illinois is 80 and 83 in the central and southern divisions. The area devoted to corn is the same as last year. Oats are in fine condition, being 96 per cent of the seasonable average. State average for winter wheat is 80. There are reports of damage to crops by the Hessian fly and chinch bugs.

### THE EXPERTS' CROP REPORTS.

The methods of investigation pursued by the [private crop experts] differ widely. Some are content to make their observations through car windows traveling anywhere from forty to sixty miles per hour. This has an advantage over some other methods, since it permits "personal investigation" and allows them to truthfully incorporate in their telegraphic dispatches the fact that they have seen with their own eyes miles upon miles of damage. Others prefer to go on horseback right into the wheat fields and examine more minutely into the damage. Their

work is probably more thorough, though eminently less comprehensive, than their competitors' who stick to the train. The automobile has also been recently pressed into service. Still others are inclined to regard the corner grocery as the best means of discovering damage, and the rapid growth of banks in the agricultural districts has also furnished a new source of information for these experts. This explains how it is possible for them to leave New York or Chicago on a Saturday night, for instance, and in less than a half week send authoritative accounts of country-wide injury.

The following formula for making a crop report without the aid of correspondents is suggested by one who has a wide reputation as a conservative crop observer, who has traveled all over the agricultural portion of the United States for many years. Take the average alteration in condition for five years, apply it the month under review, add an allowance for any extraordinary conditions for the month, also for a margin in favor of your employers, carry it out to one or two decimal places to make it impressive, give a summary of crop conditions and an estimate of acreage and you have a crop report almost as imposing as a Government document. At least one expert has admitted privately that this is the plan he has followed.

An expert on a forty-mile train in ten hours of daylight would be able to see a very considerable amount of damage to wheat if his travels were confined to wheat fields. A man with a horse, if he covered twenty miles, would feel rather tired after his day's investigation; an automobile could go farther on good roads; but in any event the net results are certainly infinitesimal when compared with the total wheat acreage of 76,000 miles.

"It should be understood," said a grain authority recently, "that these crop experts go out to 'find' damage; and a man under such circumstances is not unlikely to find what his employers want. Crop experts do not spend their own money. It is certainly expensive for one of them to even attempt the impossible of inspecting millions of acres; therefore some one must foot the bill. This some one is usually a large commission house doing business on the grain exchanges of the country and on the New York Stock Exchange; and it is fair to assume that the object of financing the various experts is to make money in the form of commissions. It is hardly probable their employers would care to continue the yearly expense account unless results were produced. Thus when severe damage to wheat is reported the market goes up because of the prospective reduction in supplies; while the stock market goes down simultaneously because of the smaller volume of grain there will be for the railroads to transport and the unfavorable result of the decreased purchasing power of farmers who thus have so much less grain to sell.

#### CROP EXPERTS IGNORE FAVORABLE CONDITIONS.

"With 76,000 square miles under cultivation it is very possible to have extreme local damage amounting almost to ruin over considerable areas without endangering the aggregate result. In the first place there is the question of self-interest among the farmers to be considered as a factor. The American farmer, taken altogether, is a rather shrewd individual. He is not at all apt to help our experts or any one else obtain an overenthusiastic idea of crop prospects, especially when he considers that by some possibility or mistake the expert in question might really telegraph favorable information to the grain markets and thus force down the price of wheat. He probably does not know that these experts are not inclined to send favorable news, as that is not what their employers are looking for. What they want is calamity and disaster to make people buy wheat and sell stocks. Therefore the millions of acres or thousands upon thousands of square miles that may be enjoying perhaps unprecedented crop weather and thus actively counteracting local damage are never heard of.

"In a short time the season will be here when the corn crop must have its annual killing. The Government report for July will give the first official report of acreage for the season and then the experts will have some basis for doing their worst. Last year the acreage harvested was 108,771,000 acres, or in round numbers 170,000 square miles. This year, as a result of the high prices and of the amount of winter wheat area abandoned which was replanted with corn, there should be a considerable increase. The season has certainly been a good one for early growth to make a substantial plant, so that if the law of average obtained this year and we have torrid heat in July and August and early September to compensate for the cold spring farmers are not likely to have very extensive basis for the other annual companies of corn damage.

"We are now arriving also at the time when we have to 'jump' our acreage as well as our production. The census enumerators are getting to work this year and we shall have a farm-to-farm canvass of the amount produced. This will give a new starting point for beginning our percentage calculations, which in the course of ten years has always proven to have gone very far astray."—N. Y. Journal of Commerce.



## The CO-OPERATIVES

It is reported that the local S. of E. at Oxbow, Minn., has gone to pieces.

The Arapahoe Farmers' Grain Association in 1909-10 handled 620,563 bus. of grain.

The Farmers' Elevator Co. of Hartford, S. D., handle over 300,000 bus. of grain, season of 1909-10.

The proposed Farmers' Elevator Co. of Lesharo, Neb., failed to materialize at the meeting of June 25.

The New Ulm Farmers' Elevator Co., New Ulm, Minn., handled about 94,000 bus. of grain and \$18,000 worth of coal. The profit is not published.

The Farmers' Elevator Co. at Tyndale has rented its house to Chet Torrence. There was a lack of interest in the company, and not enough shares could be sold to warrant providing of a company.

The Farmers' Elevator Co. at Illiopolis on June 13 elected H. C. Roberts to succeed G. H. Gray as manager. In order to continue the business, which ran behind for a year, the capital stock was increased from \$10,000 to \$26,000.

The stockholders of the St. James Farmers' Elevator Company, St. James, Minn., has decided to go out of business. The personal property of the company will be sold at public auction and the proceeds divided among the shareholders.

The Farmers' Elevator Company at Tolley, N. D., on July 29, held a meeting to decide the best way to get their books straightened out. It was decided to hire an expert accountant, accept his balance and start in new after having him start a system of bookkeeping.

At Tioga, N. D., the Farmers Elevator Company discovered at the annual meeting that a poor system has been in use during the year and that up to the time of meeting no conclusion had been arrived at as to exactly how the company stood, it being impossible to strike a balance on the books. As nearly as could be arrived at it would take a "Philadelphia lawyer" to figure out the whereabouts of the company financially.

Dividends on crop season 1909-10:—Farmers' Elevator Co., Souris, N. D., 33%; Farmers' Elevator Co., Hankinson, N. D., 20% and 1½c. per bu. on grain sold the company; Glenwood Farmers' Elevator Co., Glenwood, Minn., 10%; Farmers' Elevator Co., Big Stone, S. D., 8%; Henning Farmers' Elevator Co., Henning, Minn., 10%; Farmers' Elevator Co., Dickey, N. D., 30%; Columbia Farmers' Elevator Co., Columbia, S. D., 25%; Goodhue Elevator and Mercantile Co., Goodhue, Minn., 30%; Adrian Farmers' Elevator Company, Adrian, N. D., 20 per cent; Farmers' Grain and Fuel Company, Seafork, Minn., 5 per cent; Farmers' Elevator Company, Gibbon, Minn., 40 per cent; Farmers' Grain & Fuel Company Belview, Minn., 15 per cent; Farmers' Elevator Company, Ellenvale, Minn., 10 per cent.

One of the "typical" farmers' elevator companies of Iowa, a model referred to by the politico-commission-house promoters of elevator companies in that state, is the Farmers' Elevator and Grain Co. at Manson. The company held its fourth annual meeting in June, and as a local paper said, "A good many stockholders who came to see how badly off the institution was were agreeably surprised to find they had anything left." The annual report showed resources of all kinds valued at \$10,862.62 and liabilities of \$12,664.15. The loss of over \$2,000 on the grain handled is explained:—"It has been one of the worst years in the history of the grain business, because the price of grain has invariably fallen after purchase, and the longer it stayed in the elevator, the worse the loss. Grain has also been bought on too small a margin, and with the poor quality, it has been an uphill business. While the manager has failed, it has not been all his fault. Many other men have failed in the same business, and it is too bad that he struck it in a bad time. Under ordinary circumstances he would have won out," says the sympathetic reporter. After much worriment the stockholders elected a new set of officers and started out a committee to sell a hundred more shares of stock to save the concern.

Earnings on season of 1909-10:—Farmers' Elevator Co., Fairmont, Minn., handling 170,390 bus. grain, 645 tons of coal, 394 bbls. of salt, 178 sacks of flour, 1901 sacks of feed and a carload of lime, made from profits \$3,734.99, net expenses of \$2,265.99, leaving net \$1,469.09. The Farmers' Elevator Co., Oriska, N. D., earned 18% of which 13% was used to pay old debts. The Farmers' Elevator Co., Butterfield, Minn., handled 90,000 bus. of grain and earned \$268 net. The Farmers' Elevator Co., Woodstock, Minn., earned \$1,800 net, leaving the company still in debt \$2,200. The Aurora Farmers' Elevator Co., Aurora, S. D., earned enough to pay the debts and have \$867.48 on hand. The Farmers' Elevator Co., Redwood Falls, Minn., handled 175,622 bus. of grain, 6,498,800 lbs. of coal and \$6,000 worth of lumber (10% profit), and earned \$6,166.76 with expenses of \$3,643.82, or \$2,523.93 net, of which \$2,200 was expended on dividends. The Hardwick Farmers' Elevator Co., Hardwick, Minn., earned

\$458.42. The Farmers' Elevator Co., Bridgewater, S. D., handled over 100,000 and earned a profit of 40% of the capital stock. The Farmers' Elevator Co. and Fuel Co., Ortonville, Minn., handled \$76,000 worth of grain and earned enough to pay the company's debts, amounting to over \$2,000. The Truman Farmers' Elevator Co., Truman, Minn., earned about \$1,500 net. The Farmers' Elevator Company, Lake City, Minn., on business of \$16,394.74 earned net \$253,614. The Farmers' Elevator Company at Ortleigh, S. D., earned \$1,000 and in the future will pay a dividend based on the number of bushels marketed by each shareholder after an 8 per cent dividend has been paid each shareholder, instead of paying it, as formerly, so much per share. The Farmers' Elevator at Hancock, Minn., bought 236,028 bus. of grain; 800 tons of coal and 50 tons of feed, making a gross profit of \$4,300. It was decided to pay when possible 10 per cent dividends and divide any surplus among shareholders in proportion to the amount of grain sold to the company.

### THE SOCIETY OF EQUITY.

The North Dakota end of the Society of Equity held a meeting on June 24 at Fargo. With a small attendance. The president and vice-president not appearing the secretary had to arrange the meeting and make a speech.

He said: "The grain growers division of the Society had this year organized the elevator project, and that they hope to have ten or fifteen elevators, each with a capacity of 150,000 bushels, ready to receive grain next September. Each elevator will cost \$5,000.00, and already the sum of \$42,000.00 has been subscribed for, and by July 26 it is expected to have in hand \$50,000.00." He dwelt on the advantage to the farmer of owning a terminal elevator; but after several years talk of the same kind only \$42,000 has been subscribed to build one (at an estimated cost of \$200,000, at least).

### MANITOBA ELEVATORS.

The Manitoba Grain Commission has received petitions from more than 130 points asking for the purchase or erection of grain elevators. A number of the applicants ask for petition forms for the erection of elevators, but the majority appear to favor the purchase of those already in existence. Several places, however, have asked for forms of both kinds. The petitions in question contain a pledge which is interpreted as follows:

When the government comes to consider the erection of an elevator, some means must be devised to ascertain the actual storage requirements at that point, and if 60 per cent of the grain producers tributary signify by signing a petition their intention to patronize such elevator, the commissioners would feel justified in proceeding with the erection of same. Nothing in this petition, however, prohibits a shipper from using the loading platform if he desires, but it is expected that when the government has established a thoroughly efficient elevator, with ample storage facilities, that the grain producers will co-operate, and as far as possible patronize the public elevator, giving the system a thorough trial.

As there seems to be an impression that the inauguration of a public elevator system might tend to interfere with and regulate the disposition of grain shipments, it is clearly understood that the government will not engage in the business of buyers and sellers of grain, but simply as warehousemen propose to operate the elevator, or storage facilities of the province, and grain producers are absolutely free to dispose of their grain to whom they please.

### TEAM TRACK WEIGHING AT ST. LOUIS.

A bill presented by the merchants exchange relating to a reduction of weighing charges on team tracks is now being considered by the general assembly and city council of St. Louis. A letter received by Sec'y Wells of the Western Grain Dealers' Association, from Mr. John Dower, supervisor of weights dated June 29th, states that:—

"Our bill went to engrossment last night by a vote of 14 to 10, there being four members absent, three of whom were in favor of the bill. It will come up again on next Friday night for final vote; if not then the following Tuesday. Its coming up will greatly depend on how our Delegates show up as the holidays may cut some figure in the attendance. It does not matter about members of the opposition being absent, as it devolves upon us to produce the required fifteen which is the majority."

E. J. Smiley's "Official List of Regular Dealers of Kansas and South Nebraska," corrected to Jan. 1, is now ready; price \$1.

In its July report the Wisconsin State Board of Agriculture emphasized the urgent need of rain to offset the damage wrought by the drought. However, winter grains are generally maturing in good shape. Condition of corn, 87; oats, 75; barley, 80; winter wheat, 85; winter rye, 85; spring wheat, 75.

## The Ellis Cold Air Drier and Conditioner

¶ Not only conditions and dries grain, but it cleans and polishes as well. In fact the effect of the Cold Air Blast directed on the grain by the Ellis System is so beneficial that many firms are running every bushel of grain that comes into the house through the machine regardless of whether it is out of condition or not.

Ellis Dried  
Is Nature's  
Nearest Way

## The Ellis Drier Co.

Postal Teleg. Bldg.

Chicago  
U. S. A.



## HOW TRANSPORTATION FALLS DOWN.

The address of Jas. J. Hill before the Millers' National Federation mass convention at Minneapolis in June was notable as a railroad man's criticism of railway conditions that make for trouble to shippers. Among other things he said:

One fact, it seems to me, should give you more concern than almost any other, because you have already felt its effects and because it looms large and dangerous. This is the pressure upon existing means of transportation, and especially upon existing terminal facilities. It is a future menace and a present handicap. You have felt, and will continue to feel, the partial embargo that traffic conditions have placed upon all the business of the country; upon yours perhaps as seriously as any other.

Last winter the mills of Minneapolis had difficulty in getting their flour shipped promptly to market. The milling interest of the entire country, except where it serves a purely local demand, is feeling the pinch of the transportation situation and will in the future feel it more severely. The flour output of the United States is well over the 100,000,000 barrel mark, and growing at the rate of nearly a million barrels a year. In the last thirty years the mills of Minneapolis have raised their annual product from a little over a million and a half barrels to almost fifteen millions. The mills of the three northwestern states, Minnesota and the two Dakotas, ground 122,600,000 bushels of wheat in the last crop year. This branch of manufacturing, providing the first and most necessary item of a food supply, will continue to grow. Whether it find its principal market abroad or, as present signs indicate, is to be occupied mainly in future with supplying the home market, it will make the same draft upon transportation. Its products must be carried from one part of the country to another; must pass through commercial centers where congestion will be most serious; must share pre-eminently in the difficulties and losses that attend any want of shipping facilities.

Three years ago I showed the growth of the business of the country had made traffic facilities inadequate. According to the official statistics of the Interstate Commerce Commission, while the railroad mileage of the United States increased by but 25.5 per cent in the ten years between 1897 and 1907, the passenger business increased 126 per cent and the freight traffic 148 per cent. I pointed out the fact that, although the paralysis of traffic which these figures point to had been temporarily relieved by wonderful increases in efficiency of operation by the railroads, so that each mile of track and each item of their equipment was made to do much more work than formerly, yet this way of escape would no longer be available. A limit has been reached. It would be necessary, if business were to be cared for properly, to add largely to the railroad capacity of the country, and to raise the enormous amounts of capital that such an undertaking would require.

Practical conditions confirmed the conclusion of statistical fact. In the fall of 1907 the traffic east of the Mississippi River was greater than the railroads could handle. Everywhere shipments were delayed for weeks, and, in some cases, for months. Contracts for delivery at a definite date could not be made. Buffalo was so tied up that western grain could not be received, and in every large traffic center of the country congestion began to prevent that prompt transfer of goods between producer and consumer which is as necessary to business health as the water circulation of the globe is to organic life.

These conditions were changed from this distress by a period of business depression. Had it not been for the panic induced by unjust, prolonged and intolerable assaults upon capital, resulting in a much smaller volume of business, the breakdown of the transportation machine would have been more pronounced. It was equal to its task only because that task was lessened by a business decline destroying the maintenance of millions of railway and industrial employees. We cannot depend upon a remedy so disastrous and so much more costly in actual cash than any practicable additions to our railroad facilities would be. But already the conditions that threatened to bring business to a standstill in 1907 are repeated. The growth of the country in population, in production, in transportation business, has been marked. There has not been a corresponding growth in the facilities for transportation.

For months past it has been impossible to get freight shipments delivered promptly if these have to be transferred at any of the central markets or principal terminal points. Every large shipper knows the fact. The millers, as I have said, have realized it to their loss. The buyer of merchandise has had to wait weeks for it to come from the Eastern market. There is a suit now in progress for damages by delay in the shipping of a consignment of goods that is said to have been 26 days in making the journey from Chicago to St. Paul. On the sixth of last March the Iowa Board of State Railroad Commissioners issued a statement in reply to criticisms of the railroad companies for failure to meet the demands of freight traffic. The Iowa Railroad Commission will not be accused of excessive tenderness toward the railroads, or a willingness to make excuses for any delinquency that it lay in their power to prevent. It uses the following language:

"The commissioners have made another trip to Chicago to endeavor to compel more prompt movement of grain and live stock, but find the conditions east of Chicago are still so bad that, despite the efforts of traffic officials, it is impossible to move grain and live stock with the promptness they should. . . . There has been some disposition to blame the railroad commissioners for conditions as they exist; but could the critics see the car reports from all over the United States they would find

that Iowa is not suffering so much as other localities."

Here is an official recognition of the conditions that exist today in most of the large centers and on most of the trunk lines of the country. The flood of business that rose to such dangerous height in 1907 is piling up again, with the additions made by national growth since then. The future will add in increasing ratio to these difficulties as well as to the losses they involve. The only probable relief from the pressure upon our transportation agencies, and especially upon terminals, where the greatest difficulty exists, is the decline of our export trade. The demand of the home consumer is lessening the volume of our export of foodstuffs and will effect similarly some other items on the list.

I have shown elsewhere that the average annual export of domestic wheat and flour for the five years 1880-84 was 149,572,716 bushels and 113,146,986 bushels for the five years 1905-09. The falling off in twenty-five years is nearly twenty-five per cent. Our flour exports were over 15,000,000 barrels in 1907, and less than 10,000,000 barrels in 1909. Liverpool received 1,104,000 sacks of American flour, including Canadian, in 1903; and notwithstanding the growth of Canada since then, the receipts from the same sources in 1909 were only 359,475 sacks. As the country grows, both the consumption per capita and the number of mouths to be fed increase so much more rapidly than the yield that the surplus is drawn down. The amount of wheat held for domestic consumption increased by 80 per cent in the same quarter century. For the first eight months of the fiscal year 1910 our exports of foodstuffs and food animals amounted to \$268,000,000 as against \$319,000,000 for the same period in 1909 and \$382,000,000 in 1908. The decline must be accepted as a sign of permanent change in trade conditions.

But this change will bring relief to the carrier only in so far as export terminals are concerned. It will not be even notable there, because the place for our declining foodstuff exports must be filled if we are to pay the bills contracted abroad for our imports and for interest on the large amounts of American securities now being placed in Europe. In other terminals the effect will be scarcely noticeable. For the foodstuffs will still be raised and must be carried to the ultimate consumer here. They must be transferred and handled through these other terminals. The country is expanding, its business is growing; and when we consider its traffic movement as a whole, it matters little, so far as the general problem of transportation and terminal facilities is concerned, whether it is toward the foreign or the home consumer.

The traffic movement of a country is toward its older and more densely populated areas; the wider spaces furnishing the food supply by which the more concentrated population is sustained. The railroad must also carry back manufactured products in exchange. The prosperity of every industry demands that this interchange of domestic products be prompt and free. An enormous volume of new traffic is being developed by the industrial advance of the country between the Mississippi River and the Pacific Coast. All of this must seek its market; and much of it will be added to the total that already overburdens our terminals. A glance at the relative increase of this business is instructive.

The reports of the Interstate Commerce Commission give the data of railroad progress by groups of states; so that in these tables we may study the comparative traffic growth of different parts of the country. Comparing these records for 1897 and 1907, one finds that while the increase of mileage in the New England states in these ten years was 8 per cent, of passenger business 48 per cent and of freight business 82 per cent, the increases in the states of Ohio, Indiana and lower Michigan were 11 per cent in mileage, 106 per cent in passenger and 173 per cent in freight traffic; and in the Northwest, including parts of the Dakotas, Nebraska, Montana, Wyoming and a fraction of Colorado, mileage increased 14 per cent with an increase of 356 per cent in passenger and 253 per cent in freight traffic. The states between the Rocky Mountains and the Pacific Ocean gained 38 per cent in mileage, 225 per cent in passenger, and 259 per cent in freight business.

If one does not even compare the relative increase of mileage and business in these groups, and studies only the figures of their absolute growth in a decade, what may we expect in the next 10 years from commonwealths that in the last ten, before their industrial growth became so sturdy and assured as it is to be, added to their traffic contribution from 175 to 350 per cent? This expresses mathematically the burden of the trunk lines that must carry all this new business; and on the terminals through which, no matter whether consigned, it must pass enroute to its final destination. And if the conditions, as shown by your experience and by the experience of others all over the country, as embodied in the report of the Iowa commissioners already quoted, are unfavorable to business now, what are they likely to be in a few years hence if no relief shall be furnished?

The most serious factor in this problem is the matter of terminals. More main tracks can be laid down, if time and money are given. But a railroad without terminals is like a man without hands or feet. Although the raising of funds sufficient to construct the necessary trackage is a task as great as the financing of a war, it does not compare in difficulty with the extension of terminal facilities. For in this the most serious physical and financial difficulties are combined.

In most of our cities business has grown up in a constricted center, often a narrow strip between a lake or a river bank and some natural barrier like a bluff, impassable for transportation. The first settlers could not have a vision of the needs of coming generations; nor could they have done business for perhaps fifty years under the discomforts of distance and scattering of effort which conformity to future needs would require. Everywhere practi-

cally no room has been left for expansion. As a rule, the land near railroad tracks is necessarily used for commercial purposes and covered with costly improvements. Both the land and the buildings are the most expensive in the community. But it is just there and no place else that enlarged terminals can be built.

For Eastern trunk lines the cost is almost prohibitive, even if the cash were forthcoming. Credit has been used almost to its limit, and this undertaking runs into tremendous figures. Where the necessary capital can be obtained, it must guarantee a fair return. Rates must be made to include this new expense. It may cost as much, by reason of expensive terminals, to move business two or three miles through a city as to move it one or two hundred miles outside. This cost, with a constant pressure for lower rates, is an item as serious as the physical limitations of space.

In the great markets of the eastern half of the country, in New York, Cleveland, Buffalo, Chicago the crisis has already arrived. Traffic growth and terminal congestion are applying the brakes to business progress. This means trouble for the whole country. It is no more disastrous to have the banks close their doors than to have the railroads choked. The interest which you represent must suffer with the other, and therefore it should be taking thought with others for the future. For the same causes will work out the same effects in the West. It will afford poor consolation to any city to know that its own business can still be moved in its own freight yards if that business can neither get in nor get out of some other city a few hundred or even a thousand miles away which is in the course that it must take. You can neither fill nor empty your bottle any more quickly, no matter how much bigger you make it, if you leave the size of the neck unchanged.

What is the remedy? Of course there is none cut and dried, complete and effective, for an evil that has been growing for so long a time, and which public action thus far has tended to intensify rather than diminish. The best that can be done is to offer suggestions for tentative and partial relief, and then to engage the best thought and effort for the whole country, especially of business men and associations such as yours, in an effort to lessen the tension that now strangles trade. Where terminals can be enlarged without incurring prohibitive indebtedness, that, of course, is the natural remedy. Existing facilities also may be made more effective.

Decentralization of traffic terminals offers a partial cure, partially only, however, because it is applicable only to a portion of the business to be done. Some of the through business of the country can be diverted to other points than those where it now collects, but the great central markets cannot be destroyed nor the bulk of their business affected. The business of Chicago is not to a great extent for export, but rather for home consumption. Its business cannot largely be diverted to other centers, because so much of it is literally Chicago business. The stuff to be carried is bought and sold and owned there. It cannot be routed out until it is first routed in and perhaps has changed hands. Chicago, too, is now a great manufacturing center. Its raw materials must be brought in and its finished product sent out no matter what pressure they put upon terminals. The same holds true to a greater or less extent, in proportion to their size and their relation to surrounding territory, of most of the more important market centers. A large portion of the trade of each cannot be sent to or from any other point.

There is, however, a considerable element in our traffic aggregate, probably one much greater than we are accustomed to think, which is capable of decentralization. Take your own industry for example, because both your raw material and your product are bulky and heavy articles, you are, perhaps, more interested than others since you are most likely to suffer from terminal congestion. It is worth while to consider whether a considerable share of your distributing business could not be readjusted. If orders went direct to the mills from the smaller cities and towns, and shipments were made direct to them, instead of being consigned to central agencies and thence transferred to buyers, it would make less business for terminals. By such a process of decentralization, adopted by business generally, much relief might be obtained. A considerable share of the whole traffic of the central west, if this method were used by every interest like yours, having extensive ramifications throughout the country, might be transacted without having to pass through Chicago or St. Louis. Orders could be filled more promptly, and at the same time sensible relief would be given to the business of these central cities, to the railroads and to all who are struggling in the grip of the greatest practical trade difference of our time.

This problem of terminals is the greatest problem of the country, the problem of transportation agencies, of financiers, of the communities directly affected and of all the industries that depend directly or indirectly upon cheap and speedy carriage for the commodities which they buy and sell. It is a problem for everybody, since probably not one business man in the whole country would fail to feel the disastrous effects if it were to be neglected for the next five years as it has for the last ten, and to blight every form of activity by paralyzing the whole trade. It is a problem that statesmen should be considering, where politicians are now busied with studying out new methods of harassing the operation of the railroad or throwing its finances into disorder, it is one that must appeal to you, who are eminent among the business men of the country by reason of enterprise, integrity, forethought and public spirit. In self-interest as well as in a large spirit of patriotic duty, you should give it the same measure of thought and action that you devote to the more immediate and technical questions con-



needed with your occupation. If you shall do this with your accustomed ability and success, you will secure for yourselves and for others far greater than the accustomed reward.

## LATE PATENTS

Issued on June 7, 1910.

Bag Holder.—Edsel C. Vicary, Caron, Saskatchewan, Canada. Filed October 13, 1909. No. 960,451.  
Apparatus for Treating Grain.—Ezekiel B. Cox, Newtown, Pa. Filed December 23, 1909. No. 961,068. See cut.

Seed-extracting Machine.—Harvey Nichols, Jackson, Mich. Filed December 30, 1909. No. 960,577. See cut.

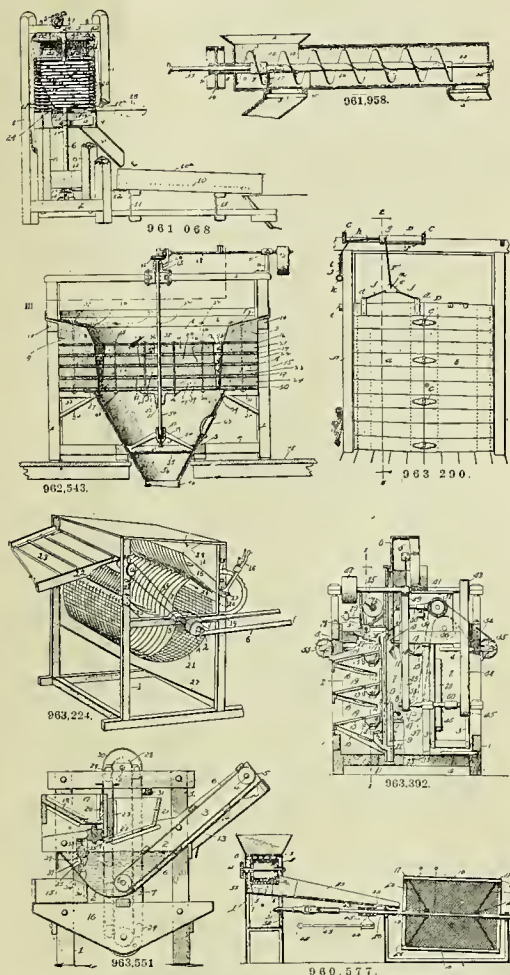
Issued on June 21, 1910.

Grain Conveyor.—Charles J. Hartley, Decatur, Ill. Filed October 9, 1909. No. 961,958. See cut.

Grain Elevator and Dump.—Frank Kral, Vermilion, Kan. Filed June 16, 1909. No. 961,970.

Issued on June 28, 1910.

Attrition Mill.—Edward P. Alsted, Truesdell, Wis. Filed April 3, 1909. No. 962,807.



Dust Collector.—William Gyer, Fullerton, Pa. Filed September 23, 1908. No. 962,757.

Mill or Machine for Grinding or Reducing Alfalfa to Meal.—John Wyss, Johnstown, Colo. Filed November 12, 1907. No. 962,543. See cut.

Issued on July 5, 1910.

Grain-Door for Cars.—John Henry, Grand Forks, N. D. Filed February 23, 1909. No. 963,290. See cut.

Grain Separator and Cleaner.—Faustin Prinz, Milwaukee, Wis. Filed September 25, 1906. No. 963,392. See cut.

Machine for Treating Grain.—Robert Hart, Ardoch, N. D. Filed July 29, 1908. No. 963,551. See cut.

Forage and Grain Grinder.—William H. Hess, Wichita, Kan. Filed October 27, 1908. No. 963,224. See cut.

### NEW GERMAN POTASH LAW.

Consul-General Robert P. Skinner, of Hamburg, in forwarding to the Bureau of Manufactures a copy of the new German potash law, only the official promulgation of which is necessary for it to become effective, and promulgation is expected to follow shortly, says among other things that the purposes sought in this legislation, which affects important American interests, are twofold—the organization of the mining industry to certain profits, and the conservation of a great source of national riches. To Americans, the most startling portion of this law will be the opening line, reading: "The owners of potash works are allowed to sell potash salts only in accordance with the provisions of this act."

This means the absolute control by law of an industry in which various German governments and both German and American corporations are interested. An extremely difficult point in drafting the bill was the reconciliation of an arbitrary level of prices and apportionment of production with the conditions existing because of unfilled contracts. The difficulty has been solved by providing that all contracts made prior to April 17, 1910, are exempted from the effects of the law, and the further provision that where an increase of production beyond the allotment figure is necessary for the fulfillment of contracts made prior to December 17, 1909, such increase may be permitted without the payment of a penalty tax.

While the Government in this law refrains from taking over the potash industry as a whole for its own account, the production and sale are monopolized just as surely by the limitations which the law lays down. It is still too early to anticipate the precise effect of this legislation upon the cost of American fertilizing materials, and there are probably many questions of interpretation which will require time before settlement can be reached.

#### THE TRUTH ABOUT THE GERMAN POTASH LAW.

"Among Germany's most important natural resources there are about seventy mines that furnish the world's supply of potash," says the Country Gentleman. "At present these mines can supply more potash than the world is using, but not more than the world can use profitably, and not more than the world would be using if farmers could buy potash as readily as they can buy other things. Under these conditions there is a tendency for some of the mines to try to get more than their share of the trade."

"In the past the mines have entered into short-term arrangements to sell their products through a single company, organized and owned by the mines. Each mine has agreed to furnish a certain fraction of the world's demand to the selling company. This fraction was known as the quota of the mine. As new mines were developed, they were usually assigned a fair quota, but occasionally a new mine declined to sell in this way and sought to secure more than its fair share of the potash trade by selling independently and usually at slightly lower prices."

"When the last selling agreement expired, three or four mines undertook to get contracts to supply the entire American potash trade, which is a little over one-fourth of the total potash trade of the world. Had they succeeded in filling their contracts they would, of course, have had much more than their fair share of business."

"Most of the mines are owned by private stock companies, but a few of them are owned by the Prussian and other German States, not by the Royal Family, as has been erroneously stated in some American newspapers. Owing to the action of a few mines in trying to get more than their fair share of the business, the German Government passed a law regulating the fraction or quota or the world's supply that each mine might sell, and providing that each mine should have a share in both the export and the home trade."

"The law provides for a commission to enforce the law and lays a trifling tax on all the products of the mines, whether exported or used at home, to pay for the expenses of the commission. About half of this tax is to be used for publicity work to increase the potash trade, and the remainder is to be applied to meet the ordinary expenses of administration. This tax is not greater than the usual state fertilizer taxes in America, which range from ten to fifty cents per ton, without regard to the value of the fertilizer. The German tax is fairer, however, in that it takes into account the amount of plant food in the different grades of potash compounds. The tax ranges from sixteen cents per ton on kainit containing twelve and one-half per cent potash, to sixty-five cents on muriate of potash. As one-half of this goes back for advertising expenses previously met by the mines, the only additional expense imposed by the new law is the trifling sum of from eight to thirty-three cents per ton. The tax is in no sense an export tax, but is paid on every pound of potash whether used in Germany or sent to other countries. There is in it no discrimination against America or any other country."

"When we recall that the ocean freight rate on potash salts may vary as much as one dollar per ton in a single month without any increase in the cost of potash to the consumer, it is at once evident that this trifling tax for administration purposes will have no more to do with potash prices than the state tax on fertilizers in the United States has to do with the selling price of our common fertilizers."

"The law, contrary to the general belief, does not require the formation of a selling company or syndicate. Each mine is free to sell its share of export and domestic as it sees fit, but it must not sell for export at a less price than is charged to German buyers. There is certainly nothing in this to give the American farmer who buys potash any cause for alarm. Why, then, has our State Department been urged to protest so vigorously against the passage of this law? Why have we been told

that the law means we must pay twenty dollars more per ton for all our potash salts? The law provides that if any mine shall sell more than its assigned fair share it must pay on the excess over its lawful share a much higher tax, ranging from about two dollars and seventy cents to nineteen dollars and a half per ton. This will, of course, serve to restrict the mines to the legal quota of each. But there is no intention of restricting the total production of potash. On the other hand, the publicity provisions are intended to increase the consumption."

"The American fertilizer companies sought to get control of all the potash coming to America. They failed to do it. They never intended that the farmer should get potash salts direct from them, and they insisted that the Germans should sell only to these companies, and that the German Kali Works, which is the American Company representing the potash mines, should cease to sell to mixers, dealers and farmers."

"The German Kali Works was organized for the purpose of getting potash to the farmers, local dealers and mixers, at fair prices. It is a matter of indifference to them whether they sell it direct to these three classes or whether their offers cause the fertilizer manufacturers to sell it to them at fair prices. The fertilizer manufacturers do not want the farmers to secure potash except in the form of mixed goods containing about 98 pounds of phosphate and filler to 2 pounds of potash salts. Home mixing gives the fertilizer manufacturer nervous chills. It means the farmer may buy raw material, compound his filler-free fertilizer at a marked saving, and, worst of all, he will begin to figure on the money he has been paying out for filler and freight on it, not a penny of which was of any value in increasing his crop."

"The American fertilizer manufacturers have claimed for years that they sought uniform prices for potash rather than low prices. The new law gives every buyer the same price. But their strenuous objections prove what many already knew, that the large manufacturer does not want the mixer, local dealer or farmer to buy potash at all except in the form of filler-loaded mixtures which place the cost of plant food much higher than it can be sold for in raw materials."

## For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### ELEVATORS AND MILLS

#### ELEVATOR AND EXCLUSIVE GRAIN BUSINESS FOR SALE.

Elevator and exclusive grain business in rich farming locality for sale. Address

J. JACOBSON, Formosa, Kan.

#### FOR SALE OR RENT.

A 20,000 bushel elevator at Washburn, N. D., for sale or rent. In the best of condition. Reason for selling, too much other business. Address

PAUL S. MEYER, Washburn, N. D.

#### FOR SALE.

Elevators in Illinois and Indiana that handle from 150,000 bushels to 300,000 bushels annually. Good locations. Prices very reasonable. Address

JAMES M. MAGUIRE, Campus, Ill.

#### NEB. ELEVATOR FOR SALE OR TRADE

Eastern Nebraska elevator of 15,000 bushels capacity for sale; or will trade for land. Have so much other business that I cannot handle it. Coal business with 14 bins in connection with elevator. Address

GEO. E. HOTCHKIN, Minden, Neb.

## Send For The Three

Wagner Publications—"GRAIN INVESTMENTS"—"WAGNER CROP BOOKLET" and "THE WAGNER LETTER." Statistical information covering the grain markets furnished instantly.

E. W. WAGNER & CO.  
98-99-100 Board of Trade CHICAGO



## ELEVATORS AND MILLS

### E. NEBRASKA ELEVATOR FOR SALE.

Modern cribbed, iron clad elevator in Eastern Nebraska, fully equipped. Capacity 40,000 bushels. Doing a large and satisfactory business. Lumber yard can be had in connection if desired. Address N. E. B., Box 5, care "American Elevator and Grain Trade," Chicago, Ill.

### FOR SALE.

Three-story brick building suitable for elevator or grist mill; lot 116x166. On Erie R. R. and New York Central sidings. Centrally located in Marion, Ohio, city of 20,000 inhabitants; good farming community. Address

THE PRENDERGAST COMPANY, Marion, Ohio.

### INDIANA MILL AND ELEVATOR FOR SALE.

For quick cash sale will sell very cheap one grain elevator and one mill and elevator combined, both in Indiana. Both properties doing a good business. Might sell separately. Capacity of mill—50 barrels; elevators—5,000 and 8,000 bushels. Price for both, \$6,500. Address

M. J., Box 7, care "American Elevator and Grain Trade," Chicago, Ill.

### ELEVATORS FOR SALE.

Grain elevators on Minnesota and South Dakota on the line of the Milwaukee Road west of Minneapolis. These are located in the richest wheat raising sections of the state. Thirty-three and a third per cent profit guaranteed on the investment. If interested, write

ELEVATORS, Box 6, care "American Elevator and Grain Trade," Chicago, Ill.

### FINE WAREHOUSE AND CHOP MILL FOR SALE.

A \$30,000 brick warehouse and 65x140 chop mill for sale. Storage about 60 cars hay, 10 cars grain. Complete grinding equipment, electric power. Elevator scales. Private switch 186 ft. with 10-foot loading and transfer dock. 44x150 vacant adjoining. Good will and long established business goes with property. Increasing in value all the time. A snap for man who wants to step right into an old established and paying Hay, Grain and Mill Feed business, Wholesale Retail, Commission and Shipping. (Alfalfa trade alone is an attractive business.) Terms easy. Reasons for selling, have made enough and want to retire. For full particulars address BOX 595, Kansas City, Mo.

## MACHINERY

### ENGINES FOR SALE.

Gasoline engines for sale; 5, 7, 10, 20, 30 and 45 horsepower.

TEMPLE PUMP CO., 15th Place, Chicago, Ill.

### GASOLINE ENGINE FOR SALE.

One 34 H. P. Miami Gas or Gasoline Engine for sale. In good running order.

STRAUB MACHINERY CO., Cincinnati, Ohio.

### SEED CLEANER FOR SALE.

A No. 1 Clipper Seed Cleaner in good condition for sale. Full set of riddles. Price \$10, F. O. B. Richmond, Ind. Address

RICHMOND ROLLER MILLS, Richmond, Ind.

### LARGE LINE OF MACHINERY CHEAP.

Large line of various machinery for mill and elevator equipment; special low prices for quick sales. Write for particulars to

AMERICAN HOMINY CO., Indianapolis, Ind.

### TWO GASOLINE ENGINES FOR SALE.

For sale at a bargain, one 35 h.p. New Type Olds Gasoline Engine, nearly new, and one 18 h.p. Olds Gasoline Engine, rebuilt last fall. These engines are in perfect condition and running every day. We are installing electric motors and will have no use for the engines. Address

LESLIE ELEVATOR CO., Leslie, Mich.

### FOR SALE-GASOLINE ENGINE.

An 80 H. P. New Erie Dayton Gas Engine for sale cheap. Guaranteed to be in good condition. Good reason for selling. Address

QUINBY CLIMER, Chillicothe, Ohio.

### IRON GRAIN TANKS FOR SALE.

Four round galvanized iron tanks in good condition, suitable for grain. Hoppered at the bottom; 6 feet in diameter; 8 feet high.

YPSILANTI MACHINE WORKS, Ypsilanti, Mich.

## SCALES

### SCALES FOR SALE.

Scales for elevators, mills, or for hay, grain or stock; new or second-hand at lowest prices. Lists free.

CHICAGO SCALE CO., 299 Jackson Boulevard, Chicago, Ill.

## Grain and Seeds

### FLOUR AND MILL FEEDS.

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products.

ANSTED & BURK CO., Springfield, Ohio.

## Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

## HELP WANTED

### WANTED.

Elevator foreman and carpenters. Best of wages. Apply

W. N. CLAUS CO., Sioux City, Iowa.

## ELEVATORS WANTED

### WANTED.

Elevator or mill and elevator for good improved Illinois or Iowa farm. Address

IOWA, Box 1, care "American Elevator and Grain Trade," Chicago, Ill.

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### SYKES STEEL ROOFING CO.

114 W. 19th Place, Chicago

### MAKERS OF FIREPROOF WINDOWS

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

### Corrugated Iron and Metal Roofing For Grain Elevators

And take contracts either for material alone or job completed. Write us for prices. We can save you money.

## GRAIN RECEIVERS

### NEW YORK CITY

### L. A. MOREY CO.

SUCCESSORS TO  
Jones and Morey Co  
GRAIN

Brokerage and Commission.  
C1 and 2 Produce Exchange NEW YORK  
CONSIGNMENTS SOLICITED  
MEMBERS { Chicago Board of Trade  
New York Produce Exchange  
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### FORBELL & KIPP

Commission Merchants

342 Produce Exchange NEW YORK

Try us with consignments of oats and corn.  
We are Specialists in these grains and  
are strictly Commission Merchants.

### BROOKLYN HAY & GRAIN CO.

HAY, STRAW AND GRAIN  
COMMISSION MERCHANTS

ON ALL MARKETS IN NEW YORK HARBOR

Office: Borough of Brooklyn, New York

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MINNEAPOLIS,

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MINN.

Consignments Solicited.

MILLING WHEAT A SPECIALITY

### PEORIA

### P. B. & C. C. MILES

Established 1875

Incorporated 1910

PEORIA, ILL.

Handling Grain on Commission  
Our Specialty

A. G. TYNG, Jr.

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### TYNG, HALL & CO.

Grain and Commission  
Merchants

Rooms 33 and 35 Chamber of Commerce  
PEORIA, ILLINOIS

CONSIGN YOUR GRAIN TO

### Warren Commission Co. GRAIN

Will look carefully after consignments.  
PEORIA ILLINOIS



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### C. A. King & Co.

Going some 1910. Started 1846.

☞ Smile on us with your Chicago and Toledo orders. Read our specials. Be friendly. Write occasionally.

### JOHN WICKENHISER & CO. Buyers and Shippers of Grain

We buy O.B. your station for direct shipment to interior points.  
*Personal attention to consignments.*  
TOLEDO, OHIO

Frederick W. Rundell James E. Rundell  
ESTABLISHED 1877  
**W. A. RUNDELL & CO.**  
**Grain and Seeds**  
CASH AND FUTURES  
Consignments Solicited Ask for our Daily Grain Bids  
Room No. 33 Produce Exchange, TOLEDO, O.

ESTABLISHED 1868  
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We will buy or sell Red and Alsike Clover, also Timothy Seed. Try us.  
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Specialists on handling consignments of grain and seeds and filling orders for futures.  
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Our Daily Red Letter will be sent it. for the asking

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Grain Commission and Brokerage  
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Consignments and Correspondence Invited.

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THOMAS C. CRAFT, JR., Treas.

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Members of the Baltimore Chamber of Commerce, Chicago Board of Trade, St. Louis Merchants' Exchange, Grain Dealers' National Association, Indiana Grain Dealers' Association.

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308-310 Chamber of Commerce  
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**L. F. MILLER & SONS,**  
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OFFICE: 2931 N. BROAD ST., PHILADELPHIA, PA.  
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**Mohr-Holstein Commission Co.**  
29 Chamber of Commerce  
MILWAUKEE  
Sample Grain a Specialty  
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OUR SPECIALTIES:  
**Malting Barley**  
**Milling and Distilling Rye**  
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Elevator Capacity 2,000,000 bu.  
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We Solicit Consignments

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Seed Warehouse: Toledo Produce Exchange  
Located at Toledo, Ohio. Buffalo Corn Exchange

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GRAIN COMMISSION MERCHANT  
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### BARLEY A SPECIALTY

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### The Union Elevator Co.

BUYERS AND SHIPPERS

Wheat, Corn, Oats, Hay and Straw  
Our Specialty: Recleaned Illinois Shelled Corn  
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That country trade always pays you best in every way?

We work a large country business. See the point?

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**MERCHANTS  
GRAIN CO.**

**COMMISSION  
MERCHANTS**

### E. W. BAILEY & CO.

#### Commission Merchants

GRAIN, SEEDS AND PROVISIONS

72 Board of Trade

CHICAGO



### CRIGHTON & LASIER

Grain Commission Merchants

Our experience since 1876 in the Chicago market has given us the experience, facilities and connections to handle your consignments and Board of Trade orders to best possible advantage. Ask for our Market Letter.

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Consignments a Specialty for Forty Years

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ST. LOUIS

I. P. RUMSEY  
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(Established 1852)

Commission Merchants, Grain and Seeds

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**CONSIGNMENTS**  
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PHILIP H. SCHIFFLIN, Pres. EUGENE SCHIFFLIN, Secy.-Treas.

### PHILIP H. SCHIFFLIN & CO.

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Consignments of all kinds of Grain and Field  
Seeds a specialty

### Lamson Bros. & Co.

ESTABLISHED 1874

Commission Merchants

...AND...

Track Buyers of Grain

6 Board of Trade

CHICAGO

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Iowa City  
Parkersburg  
Sioux City  
Council Bluffs

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Ask for Bids

Consignments Solicited

## CHICAGO

### C. H. THAYER & CO.

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Your Consignments and Future Orders Solicited

Our untarnished record for more than a quarter of a century, backed up with over \$100,000.00 capital, certainly speaks for itself.

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Stock Brokers and Commission  
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Business solicited in any department  
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Good Prices  
Prompt Returns  
Very Best Attention

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"They're Running Mates"

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### LIPSEY & COMPANY

## Grain Commission Merchants

Excellent facilities for handling your business

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your Grain and Seeds, and send your  
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For Intelligent, Prompt and Efficient Service  
Consign to

**Rosenbaum Brothers**

Commission Merchants

77 Board of Trade Chicago

**H. M. PAYNTER**  
GRAIN COMMISSION

Special attention given consignments of grain and seeds

Orders in futures carefully executed

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All business transacted through and confirmed by H. W. Rogers & Bro.

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Orders for futures delivery carefully executed.

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OPERATE ATLANTIC ELEVATOR AND GRAND TRUNK WESTERN ELEVATORS, CHICAGO

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GRAIN AND FIELD SEEDS  
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Write us freely on all matters pertaining to grain and field seeds. Your questions fully and cheerfully answered; particular attention paid to timothy seed and grain by sample. Consignments and speculative orders receive our careful personal attention.

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66 Board of Trade  
CHICAGO, ILL.

Grain bought and sold for future delivery.

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(Incorporated)

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CONSIGNMENTS AND ORDERS FOR FUTURE DELIVERY SOLICITED. :: LIBERAL ADVANCES ON CONSIGNMENTS

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Merchants Exchange  
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Consignments Solicited. Ask for our bids and quotations.

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OUR SPECIALTY: OATS AND CLOVER SEED

We handle Beans, Barley, Rye, Corn, Wheat. Try us. Liberal advances.

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Grain Commission Merchants

CONSIGNMENTS SOLICITED

Grain Bought and Sold for Future Delivery

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208 Merchants' Exchange ST. LOUIS, MO.

H. C. SCHULTZ, Pres. H. H. BECKMAN, Vice Pres. C. L. NIEMEIER, Sec. & Treas.

SHIP YOUR GRAIN AND SEED TO

**SCHULTZ & NIEMEIER COMMISSION CO.**

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Ship your Grain, Hay and Seeds to

**John Mullally Com. Co.**

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Best of attention paid at all times to all consignments.  
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GRAIN, HAY and GRASS SEEDS

We protect your interest on grades and weights and make prompt returns. Try us for RESULTS when you ship to St. Louis. Established 1876.

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**WHY?**

SEND YOUR GRAIN TO US—  
BECAUSE WE ARE BOTH PRAC-  
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THEREFORE WE GET YOU BEST RESULTS

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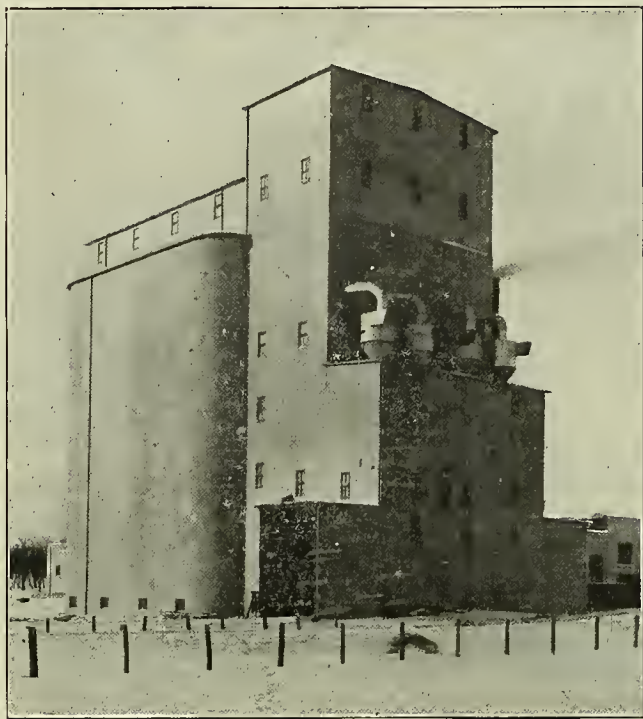
206 Merchants' Exchange,



St. Louis, Missouri C. W. McClellan, Vice-Pres.

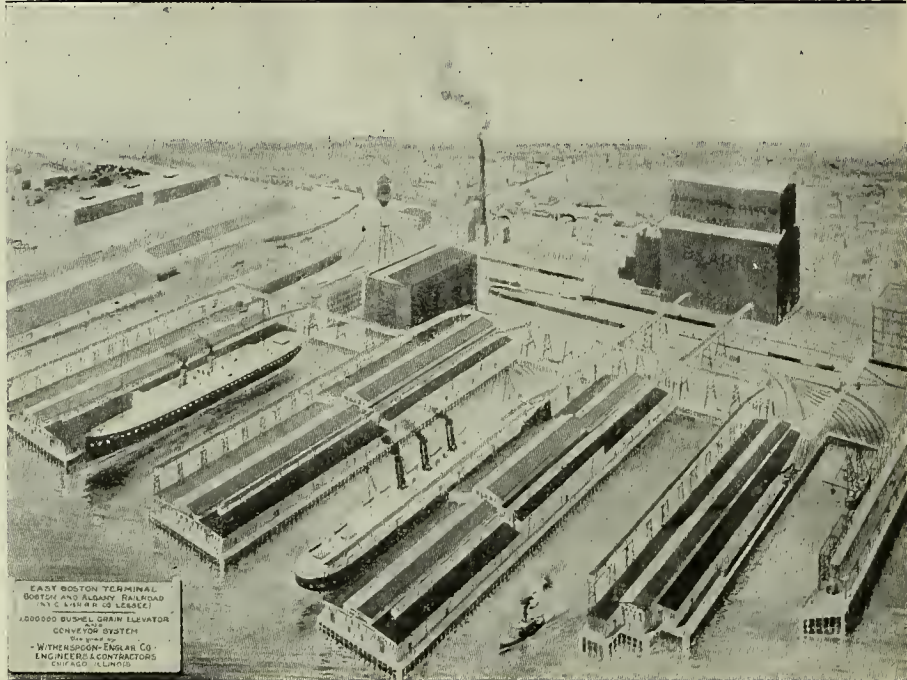


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**Macdonald Engineering Co.**  
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Designs and estimates promptly furnished  
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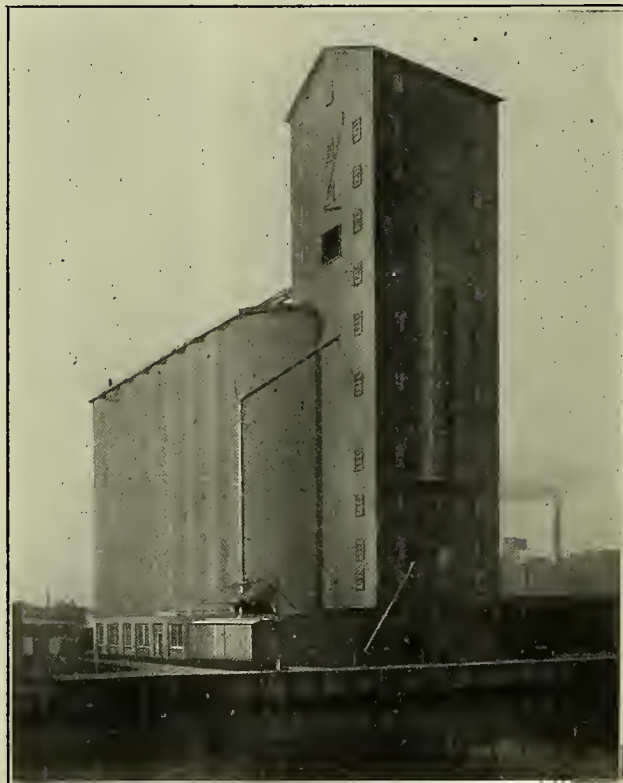
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## FIRE-PROOF GRAIN ELEVATORS CONCRETE OR STEEL BINS



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**Engineering & Construction Co.**



**WE BUILD  
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Over 40 constructed last year  
in the Central States, west  
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# JAMES STEWART & CO.

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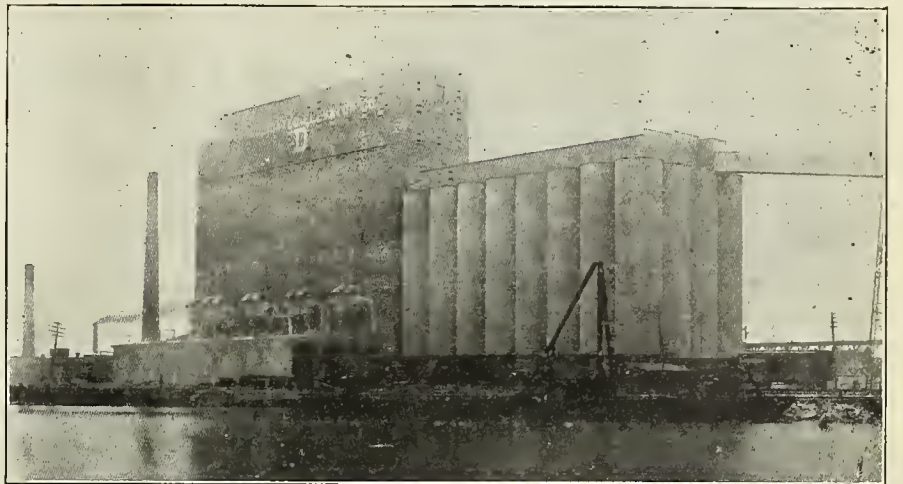


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Reinforced Concrete	First Story Frame
Vitrified Tile Bins	To Cupola Floor
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This thoroughly modern plant built entirely  
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"The 1905 Cyclone is from 27% to 39% more efficient than the old Cyclone considering both power consumed and quantity of air discharged."

"The velocity of air on suction side of fan is always greater in the "1905" Cyclone Collector, due to its lower resistance and consequent greater air handling capacity."

"The per cent of loss saved by the "1905" Cyclone over the old Cyclone is from 71.2% to 80%. These losses are due to the dust collector friction and take into consideration nothing but the collector."

The Mechanical Engineering Dept.,  
UNIVERSITY OF MICHIGAN.

The New Cyclone "1905" manufactured exclusively by

**THE KNICKERBOCKER COMPANY**  
JACKSON, MICHIGAN



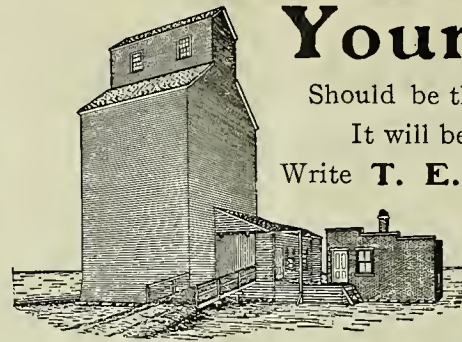


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Small elevators of concrete at a reasonable cost are now a possibility. Investigate the advantages. Our plans and estimates will interest.

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Should be the best that money can buy.

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Especially Designed for Economy of  
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LINCOLN, NEB.

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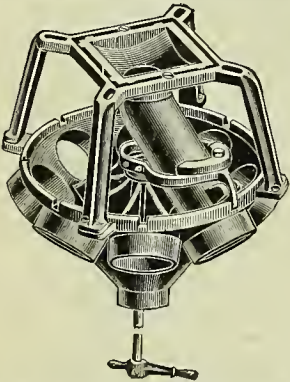
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A "WANT AD" in the "AMERICAN  
ELEVATOR AND GRAIN TRADE" will  
do the business.

The difference between profit and loss can  
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it perfectly, not mix it or waste it. To get  
minimum cost in handling, you must have a  
durable, efficient distributor and fill all bins full.

**Hall Signaling Distributors**



do perfect work, with less care than any others.  
They enable you to get full value out of elev-  
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Hall Distributor Co., 506 Range Bldg., Omaha, Neb.

**The "CLIMAX" SCOOP  
TRUCK** can easily add Ten Cents an  
Hour to the value of a man's  
time who uses it in unloading Coal or Grain  
from box cars.

Hence, in two weeks' use the  
Scoop-Truck will pay for itself  
and cost you nothing for its  
use thereafter.

It will last for years  
and save the wearing  
out of a dozen com-  
mon scoops in doing  
a like amount of  
work.

Patented  
July 30, 1907

Price \$10.00  
F. O. B. Factory

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shows the value of any number of bushels  
or pounds of wheat, rye, oats, corn or barley at any given price from 10 cents to \$2.00 per  
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Pulleys, Shafting, General Power Transmission Machinery, Roll  
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Benepe-Bergland Grain Co., Manhattan, Mont.  
120,000 Bushel Capacity.

WE ARE DESIGNERS AND BUILDERS OF

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STEEL STORAGE TANKS**

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Mr. Fred W. Kennedy,  
Shelbyville, Ind.

Dear Sir:—In reply to yours of recent date regarding car-liners, we shall certainly want more of them this season. We consider them an indispensable thing in connection with the shipping of grain. We had less shortage in shipping wheat last season than we have ever before experienced. If we had a good car we used only the end liners but where the posts were not just what they should be and the doors could not be accurately fitted we used the standard liner. We were delighted with the out-turn weights of the cars we shipped. We attribute the success to the car liners and we consider that they paid for themselves several fold. Please enter our order for one dozen standard liners and eighteen end liners, to be delivered as soon as convenient.

Yours truly,  
Cerro Gordo Grain & Coal Co.

The above letter shows what Kennedy Car Liners will do. They are the surest and cheapest means of preventing leakages in transit that can be procured.

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SHELBYVILLE, IND.

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Show the value of any number of bushels or pounds of Wheat, Rye, Oats, Corn or Barley at any given price from 10 cents to \$2.00 per bushel. One of the most useful books ever offered to millers. Endorsed by prominent millers and grain dealers. Bound in cloth, 200 pages. Mailed on receipt of price

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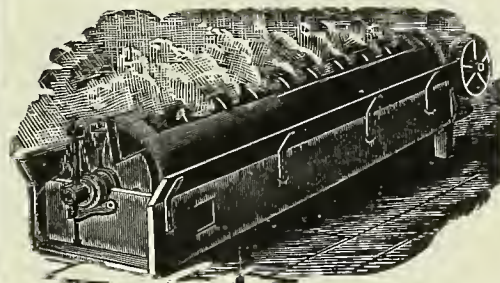
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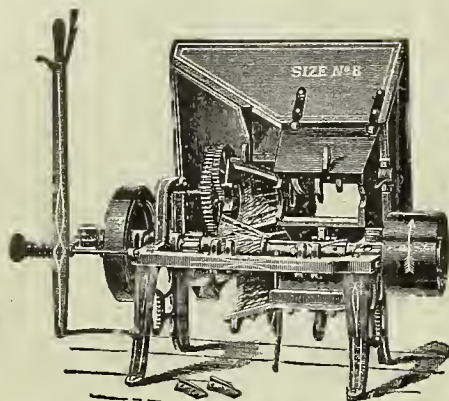
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It CRUSHES ear corn (with or without shucks) and GRINDS all kinds small grain and KAFFIR IN THE HEAD. Has CONICAL shaped GRINDERS, DIFFERENT FROM ALL OTHERS. RUNS LIGHT. Can run EMPTY WITHOUT INJURY. Ahead of rolls or stones in speed and quality of work.

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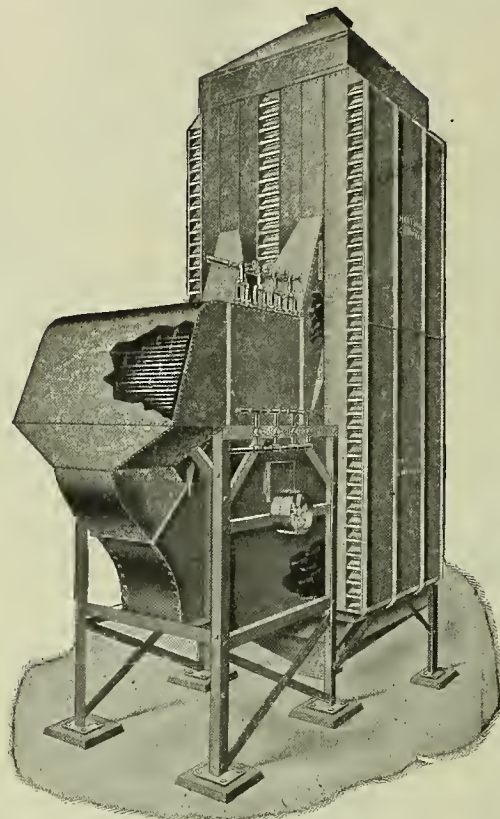
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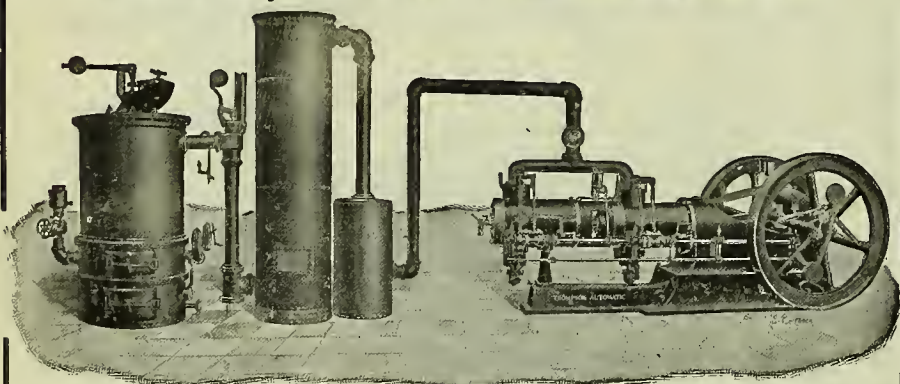
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It is the only work that covers the field from the growing to the final disposition of the cereal. An exhaustive treatise on corn growing, breeding, marketing, etc.

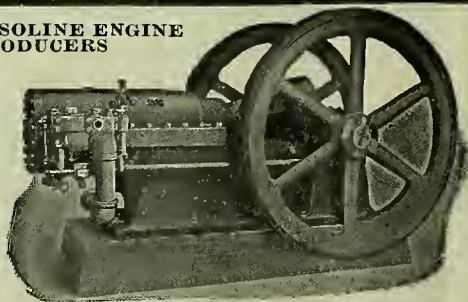
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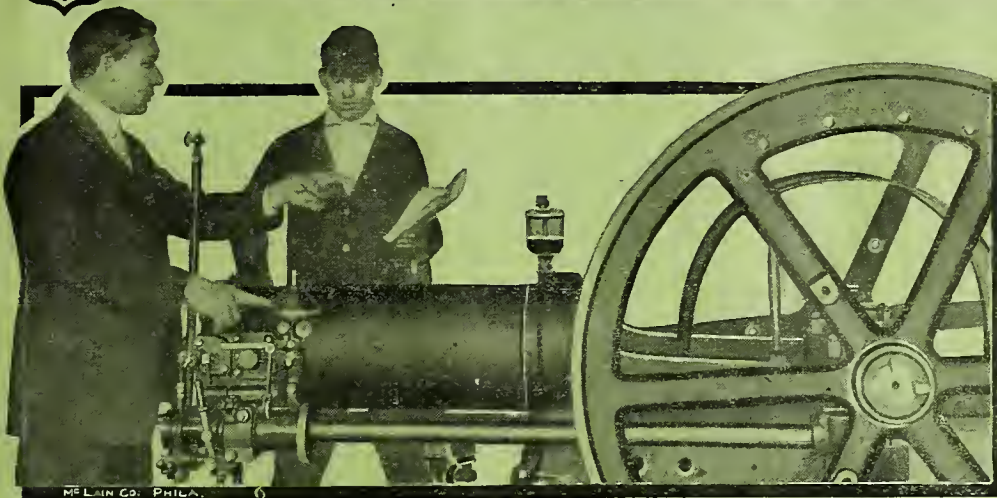
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## Why OTTO Products are Cheapest



THE WICHITA MILL & ELEV. CO  
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H. W. Graber Machinery Co.,  
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Gentlemen:—We have your favor of the 19th and beg to advise that we have been using Otto Gasoline Engines for the last several years in our various country elevators. We have found them one of the most satisfactory machines we have ever had in use. *We now have in use all of these engines all of which are being operated by the ordinary run of inexperienced help, and, so far, we have had no difficulty whatever with these machines.* In our opinion they produce more power with less cost for fuel and loss caused by repairs than any engine we ever had in use.

Yours very truly,

THE WICHITA MILL & ELEV. CO  
(Signed) Kell.

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Another big inducement to power users to install OTTO Gas Engines is their simplicity both in construction and operation.

It is this simplicity which makes it unnecessary to have an expensive licensed engineer to operate the OTTO. By carefully following the full instructions printed in our instruction book any experienced man of ordinary mechanical ability can successfully operate an OTTO gas or gasoline engine.

The writer of the above letter says, "We now have in use all of these (OTTO) engines, all of which are being operated by the ordinary run of inexperienced help, and so far, we have had no difficulty whatever with these machines." (Read the rest of the letter.)

This saving in wages is only one of the OTTO economies.

Statistics have long since proven gas engines to be the most economical prime movers and the fact that over 100,000 of the OTTO are in successful operation is conclusive evidence that they have proven by far the most successful of all gas engines.

Will you let us show you how the OTTO could make money for you? Would you like us to send you some letters from actual users telling what the OTTO has done for them.

We'll send you these and more if you'll sign the attached coupon giving us your name and address.

Tell us what special difficulties you're up against and let us help you overcome them.

We'll do all we can if you'll just use the coupon right now before you forget.

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Otto Gas Engine Works, Philadelphia, Pa.  
Gentlemen:—Replying to your Ad in American Elevator and Grain Trade  
July, send me catalogs, etc., together with approximate estimate  
for installing an Otto Engine of \_\_\_\_\_ H. P.  
To be used for \_\_\_\_\_  
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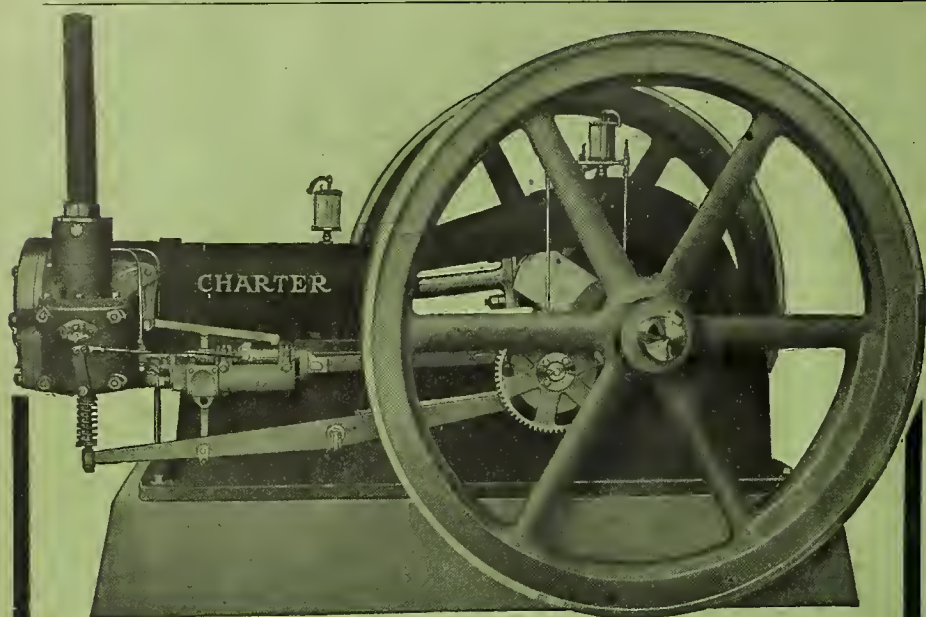
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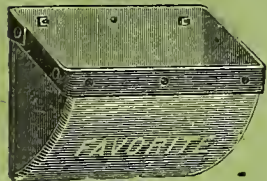
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It saves Power in operating your Cleaning Machine

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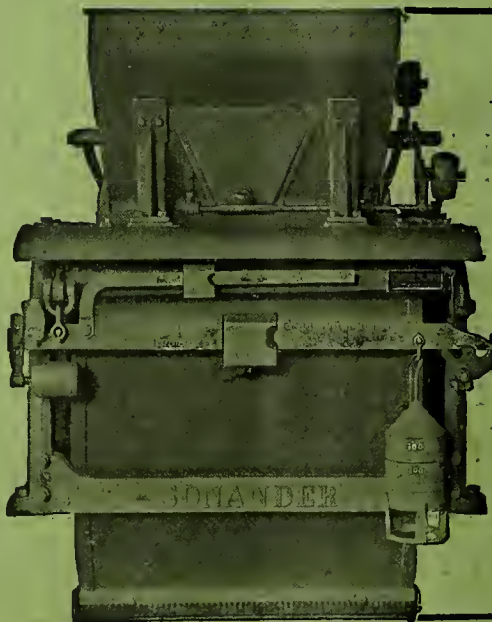
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